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Board of Trade Journal

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Front cover picture

This Triumph Spitfire was one of the several on display at the Brussels International Motor Show in January last. Leyland-Triumph of Belgium are playing a large part in the British Week in Brussels (September 29 to October 7). Leyland-Triumph are staging a motor slalom on the Place Flagey, and Leyland-Triumph cars will figure prominently in the British Week motor show.

An article on the Belgian market for British goods appears on page 1109 of this issue.

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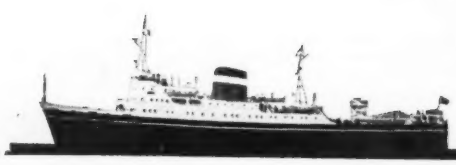

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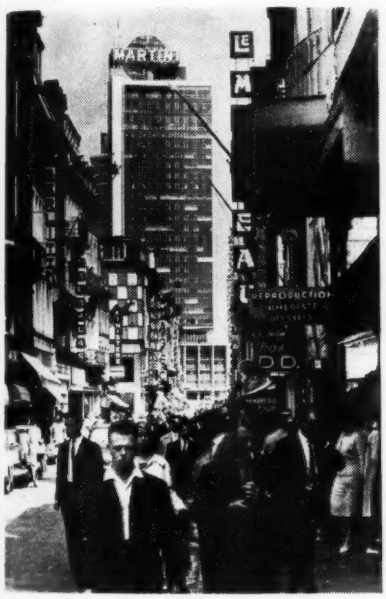
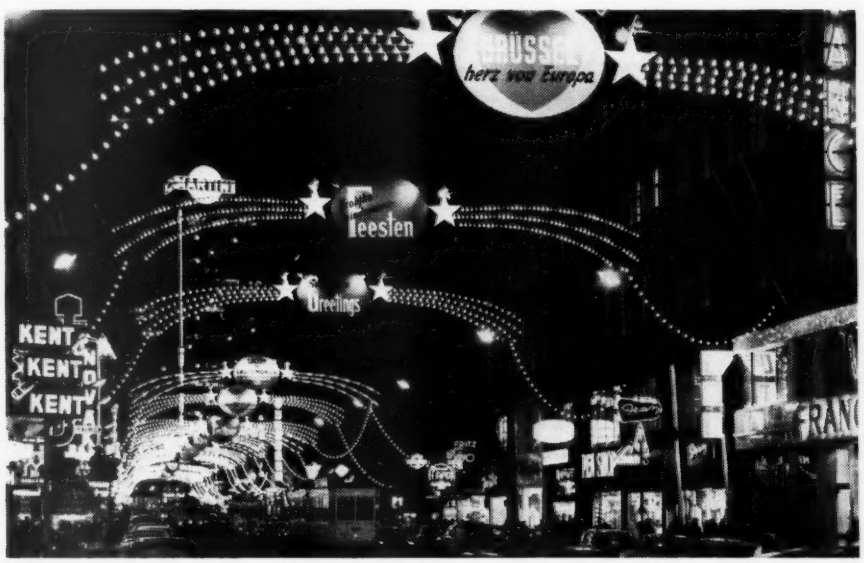
TRADING WITH 'THE SIX'—4

Belgium—an ideal market

By J. R. Wraight, CMG, OBE, Commercial Counsellor, British Embassy, Brussels

Previous articles in this series were on Italy (March 17), The Netherlands (March 31) and Luxembourg (April 14).





Scenes from Brussels. Left: the Rue Neuve and (right) Boulevard Adolphe Max illuminated for Christmas and the New Year.

THE NINE MILLION Belgians form Great Britain's ninth most important export market. During 1966 we sold goods worth £181.9 million to Belgium and in return bought goods to the value of £128.8 million, which made us Belgium's fifth most important customer.

The Belgian economy is heavily dependent upon foreign trade. Exports represent approximately 40 per cent of total production. Belgium is not rich in natural resources and must therefore import large quantities of raw materials and semi-manufactures for processing and re-export. Trade has expanded rapidly, particularly since the establishment of the Common Market in 1958 and this expansion has been marked, not surprisingly, by an increased focus on trade with the other members of the European Economic Community at the expense of others. Until the end of 1965, however, Britain had maintained her share of the market, the only country outside the Community to do so.

With its long experience of foreign trade, its traditionally close commercial links with Great Britain and its geographical proximity, Belgium is in some respects an ideal market for the new exporter. The prosperity of the last decade has provided the Belgian consumer with a much increased purchasing power and rising standards of living and this means that the demand for higher quality and foreign products will increase substantially.

National income per head has risen from £350 in 1960 to £500 in 1965. In 1965, for every 1,000 inhabitants there were 141 cars, 163 telephones, 319 radio sets and 162 television sets. These figures, although high, show that there is yet considerable scope for expansion in the Belgian market for consumer goods, and particularly consumer durables.

The high population density (averaging about 306 per square kilometre rising to about 1,000 per square kilometre in the major cities) and the relatively full employment over recent years are also important factors in stimulating a strong consumer demand. The country is small and compact and is served by an efficient transport system which links the major cities with each other and with other European trade and industrial centres. Belgium and, in particular, Brussels are in a real sense European centres. The establishment of the Common Market headquarters in Brussels and the transfer of NATO headquarters as well have not only increased the importance of Belgium as the crossroads of Western Europe but have also brought a more cosmopolitan flavour to daily life and stimulated an increased taste for foreign goods.

Imports of capital equipment have also received a strong boost from recent efforts by Belgian firms to meet the challenge of the Common Market by modernizing production and distribution facilities. The Belgian economy has traditionally been based upon the coal and steel industries, both of which have recently experienced difficulties and there has therefore been an important effort to diversify into new industries such as chemicals and electronics.

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Great Britain. This in itself is not enough to ensure successful business relations, but it is nevertheless a useful point of departure for visiting British businessmen. All other things (price, design, delivery, service) being equal, Belgians are well-disposed to buy British.

In short, Belgium forms a densely populated, highly industrialized and liberally administered territory with a high standard of living and an economic and commercial importance far out of proportion to its area and population.

The very attraction of Belgium as a trading partner however means that competition is fierce. The Belgian is a sophisticated and experienced businessman and can be relied upon to drive a hard bargain. The Belgian consumer is in the happy position of having exporters from all the leading industrial countries knocking on his door and trying to sell him goods in keen competition with each other. This factor becomes even more important when one considers that some of our most serious competitors enjoy a substantial tariff advantage over us. Tariffs among the Six Members of the Common Market have been progressively reduced and will eventually be abolished, while on the other hand tariffs directed against the products of third countries will eventually be standardized at a higher rate in general than they are at present. The problem facing British exporters can perhaps best be shown by taking some commodities and showing the additional percentage duty over the current intra-EEC tariff which British exporters must pay in order to sell on the Belgian market. In the case of motor vehicles this additional duty amounts to 17.2 per cent; in the case of tractors 12 per cent; bicycles 13.4 per cent; toys and games 15.2 per cent; radios and TV sets 18 per cent; footwear 15.2 per cent; table glassware 17.2 per cent; knitwear 16.2 per cent; and sugar, chocolates and confectionery 21.4 per cent.

In a market as price conscious as Belgium this tariff barrier can prove a very serious obstacle. Nevertheless it can be overcome.

Competitive prices

There are many fields where British manufacturers can produce goods at a competitive price even after the duty has been added. There are other fields again where price need not necessarily be decisive and where good promotion, good design and good trading relations play an important part. This makes it more important than ever before that British exporters should establish close liaison with actual and potential distributors and customers. Customary business courtesy such as prompt replies to inquiries and orders is a primary pre-requisite for success in the Belgian market. Close adherence to delivery schedules is extremely important.

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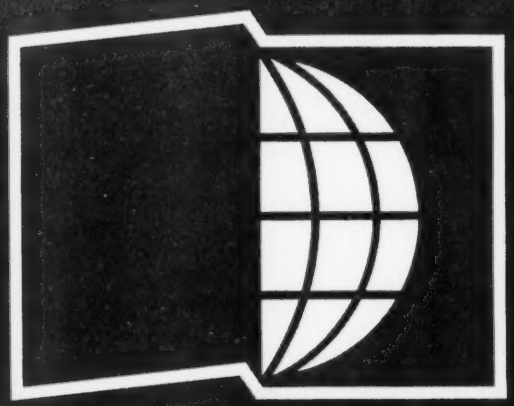

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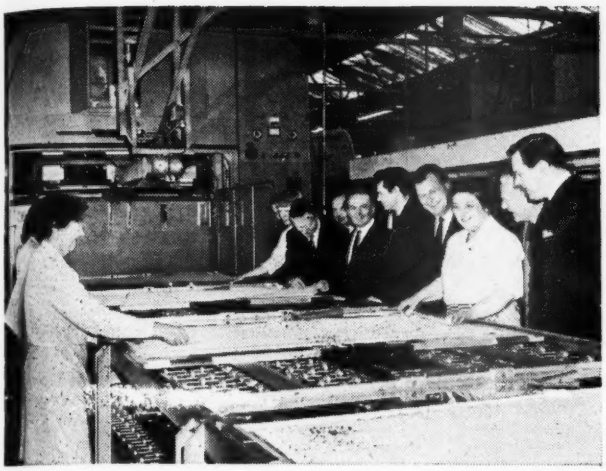

A party of electrical appliance buyers from Belgium who visited Dreamland Electrical Appliances Ltd., Britain's largest electrical blanket manufacturers, recently. They are seen here inspecting the company's 'Safety Seal' electronic welding process. The visit was arranged jointly by the Export Council for Europe and the British Electrical and Allied Manufacturers Association.

BELGIUM – AN IDEAL MARKET, *continued from page* 1110

Attention must also be paid to the language question. Belgium is bilingual; very roughly half the population normally speaks Flemish (Dutch), some 40 per cent speaks French and the remaining 10 per cent normally uses both languages. The use of the appropriate language is important, although in Antwerp and other Flemish-speaking areas many businessmen are able to speak English. Measurements should, of course, always be given in the metric system, and prices should be quoted c.i.f. in Belgian francs.

In view of Belgium's relatively small area foreign firms customarily have one exclusive representative for the whole country and sometimes for Luxembourg as well. Despite the linguistic difference most agents are at home in both French and Flemish and one representative can therefore cover the whole country. On the other hand an agent working from the Netherlands or France usually cannot be expected to be as effective as a locally appointed agent. If one is not going to sell direct to retailers or wholesalers (and this means frequent visits to the country, unless a sales office has been established here), the choice of a good agent is paramount for successful selling. Manufacturers seeking an agent in Belgium should try to visit the country (Brussels is less than one hour away by air from London and the air fare is less than £20 return) since this is the best way of making a first-hand appraisal of the relative merits of prospective agents. The Commercial Department of the British Embassy in Brussels will be delighted to help in suggesting names, in making the first contacts and in planning itineraries if needed.

Set up a selling organization

Many foreign firms, both within and outside the Common Market, have found that the best way of penetrating the Belgian market and the Common Market as a whole is to set up a selling organization within Belgium itself. At present British firms have to obtain exchange control consent for investments in countries outside the sterling area. Such consent, however, is normally given where the funds can be raised overseas and this should be possible in many instances in Belgium; where the investments will bring

(*Continued on page* 1115)

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in an early substantial and continuing return to the United Kingdom balance of payments, they can alternatively be financed through the investment currency market.

The 1958 World Fair was held in Brussels, which has long had a reputation as an international centre for trade fairs and exhibitions. Participation in such fairs, particularly specialist ones, is often a useful introduction to the Belgian market and an effective way of meeting potential agents. The official British participation in the Building Exhibition in Brussels in January of this year is a recent and successful example of the use which can be made of the Joint Venture scheme offered by the Board of Trade. Under the scheme the Board of Trade will pay the cost of renting space and will provide a stand for British firms which participate jointly in an exhibition. Assistance is available towards the cost of having sales literature translated for the exhibition and also towards the cost of advertising undertaken jointly by the firms taking part.

Belgian British Week

The most important British trade promotion effort undertaken in Belgium will be the British Week which will take place during September 29-October 7 of this year. Already some 2,000 shops in Brussels have been canvassed and an encouragingly high percentage have expressed interest in stocking British goods for British Week. There will of course be the usual manifestations of British culture and the British way of life – opera, orchestral concerts, art exhibitions, theatrical performances, film shows, military bands, fashion shows, pubs, a football match, London buses and policemen. But the object of British Week is essentially commercial and it is hoped to create during the week a truly British atmosphere which will help to generate an appetite for British goods which will show results for years to come in our trade figures with Belgium. The tremendous organization and work which have been and will be put into this project (a special British Week Office has already been functioning for more than a year) will create an opportunity for breaking into the Belgian market which British businessmen should not miss.

An important preparation for British Week is the series of inward and outward trade missions which are being organized during the coming months. A large commodity display was staged within the context of the Brussels International Trade Fair in April and there will be several other missions such as the British Furniture Manufacturers' Exhibition in May with the object of selling British goods to Brussels retailers in time for British Week.

Even without the added significance of British Week, however, properly prepared trade missions can be an extremely useful way of obtaining export business in Belgium. Provided that adequate notice is given (most experts believe that at least four months careful planning is necessary) the Commercial Department of the Embassy in Brussels can make the neccessary arrangements, including appointments with potential buyers and agents, for members of an outward trade mission.

Exporting to Belgium is good business, as the exporters of £180 million worth of goods found last year. It will continue to be good business, even under present tariff conditions, for firms which are prepared to make the necessary effort and to take advantage of the help which is available to them. Some reduction in tariff barriers can however be expected if the Kennedy Round is successfully concluded this year.

Because it is so competitive yet so small and compact, and because it is so close to the United Kingdom, Belgium is well suited to be tried as a testing ground. Thus, in addition to its own value as a market for British goods, Belgium can well become, for the new exporter at least, the key to the Common Market as a whole.

Part of a £316,000 cladded building for a steelworks at Zalzate, near Ghent, in Belgium. The entire cladding and most of the roofing for this building has been supplied by the Cellactite Co. Ltd., part of the British Uralite Group of Gravesend and Higham, Kent, for the Siderurgie Maritime SA(SIDMA). When completed it will be the most modern steel mill in Europe.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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Britain to apply for membership of Common Market

THE FOLLOWING statement was made by Mr. Harold Wilson, the Prime Minister, in Parliament on May 2:

'Her Majesty's Government have today decided to make an application under Article 237 of the Treaty of Rome for Membership of the European Economic Community and parallel applications for Membership of the European Coal and Steel Community and Euratom.

'As the House will recall I stated on November 10 last that my right hon. Friend the Foreign Secretary and I would embark on "a series of discussions with each of the Heads of Government of the Six for the purpose of establishing whether it appears likely that essential British and Commonwealth interests could be safeguarded if Britain were to accept the Treaty of Rome and join EEC."

'These discussions took place between January and March. Since then the Government have carried out an exhaustive examination of all the issues involved, resulting in the decision I have just announced.

'The reports I have made to the House have made it clear that during the discussions in the Six capitals we were not engaged in negotiations. But my right hon. Friend and I, and indeed the House, have reason to be grateful to our hosts for the very frank exchanges which preceded today's decision.

'These exchanges have enabled us to identify the major issues which we, for our part, shall wish to see settled in the negotiations.

'On the Treaty of Rome itself, as I informed the House on November 10, we have throughout our discussions taken the view that as I have then said, ". . . the Treaty of Rome is not in itself or necessarily an impediment. There are anxieties . . . but the Treaty need not be an obstacle if our problems can be dealt with satisfactorily, whether through adaptations of the arrangements made under the Treaty or in any other acceptable manner". In short, as I said then, "the Government would be prepared to accept the Treaty of Rome, subject to the necessary adjustments consequent upon the accession of a new member and provided that we receive satisfaction on the points about which we see difficulty".

'Our discussions in the capitals of the Six have confirmed the validity of this approach in terms of the practical working of the Community and its institutions.

'It is in this spirit that the Government intend to embark on the negotiations which must precede entry. The House will, I am sure, agree that they ought not to be unnecessarily complicated with lesser issues, many of which can be best dealt with after entry. It is our hope that the negotiations will be followed through swiftly, and will relate to the small number of really important issues which have been identified through our recent discussions, issues on which agreement should be reached if the House and the country are to be satisfied that essential British and Commonwealth interests will be safeguarded. This is the spirit in which the original partners to the Community conducted their own negotiations over ten years ago. Our recent meeting with our EFTA partners has confirmed that they too view the matter in the same light. They will, we hope, also be making their approaches to EEC.

'I now turn to the major issues which it must be our purpose to resolve during the negotiations.

'First, there are the problems associated with the operation of the Common Agricultural Policy of the Community – the problems of its potential effects on the cost of living and on the structure and well-being of British agriculture; problems of the budgetary and balance of payments implications of its system of financing; and certain Commonwealth problems with which I will deal in a moment.

'As I have already made clear, publicly, we must be realistic and recognize that the Community's agricultural policy is an integral part of the Community; we must come to terms with it. But the Government recognize that this policy would involve far reaching changes in the structure of British agriculture. This will require suitable arrangements including an adequate transitional period to enable the necessary adjustments to be made.

'It is also the Government's view that the financial arrangements which have been devised to meet the requirements of the Community's agricultural policy as it exists today would, if applied to Britain as they now stand, involve an inequitable sharing of the financial cost and impose on our balance of payments an additional burden which we should not in fairness be asked to carry.

'There are also highly important Commonwealth interests, mainly in the field of agriculture, for which it is our duty to seek safeguards in the negotiations. These include in particular the special problems of New Zealand and of Commonwealth sugar producing countries, whose needs are at present safeguarded by the Commonwealth Sugar Agreement. We have, as the House knows, been in touch with all our Commonwealth partners, and will make special arrangements to keep in close consultation with them, as with our EFTA partners, throughout the negotiations.

'Again as the House knows, capital movements raise questions of special importance. Our discussions suggest that these can be dealt with by suitable arrangements.

'Another important issue is the question of regional policies. Here too we had to satisfy ourselves that we should be able, as members of the Community, to continue to take the necessary steps to ensure the industrial and social development of those areas of the country with which this House is always and rightly especially concerned. Our discussions with the Heads of the Governments of the Community, not least the information we were given about the policies currently being pursued by member countries, have reassured us on this score.

'As I have said, these are major and important issues but I can tell the House that the Government believe that there is nothing either in the Treaty of Rome, or in the practical working of the Community which need make them insoluble.

'Mr. Speaker, I have gone into some detail about certain specific economic issues, on which hon. Members are rightly concerned. But the Government's decision has been motivated by broader considerations of economic policy and still wider arguments to which I will turn later. On the economic arguments each hon. Member will make his own judgment of the effect on exports and imports, on industrial productivity and investment. Equally, every hon. Member must make his own assessment of the economic consequences of not going into the Community and, in an age of wider economic groupings, of seeking to achieve and maintain viability outside.

'But all of us are aware of the long-term potential for Europe, and therefore for Britain, of the creation of a single market of approaching 300 million people, with all the scope and incentive which this will provide for British industry, and of the enormous possibilities which an integrated strategy for technology, on a truly Continental scale, can create. I am glad to say that my right hon. Friend and I found that this concept has made a great impact throughout Europe.

'But whatever the economic arguments, the House will realize that, as I have repeatedly made clear, the Government's purpose derives above all from our recognition that Europe is now faced with the opportunity of a great move forward in political unity and that we can – and indeed must – play our full part in it.

'We do not see European unity as something narrow or inward-looking. Britain has her own vital links through the Commonwealth, and in other ways, with other continents. So have other European countries. Together we can ensure that Europe plays in world affairs the part which the Europe of today is not at present playing. For a Europe that fails to put forward its full economic strength will never have the political influence which I believe it could and should exert within the United Nations, within the Western Alliance, and as a means for effecting a lasting *détente* between East and West; and equally contributing in ever fuller measure to the solution of the world's North-South problem to the needs of the developing world.

'It is for all these reasons that we intend to pursue our application for membership with all the vigour and determination at our command.

'The House will of course wish to debate this decision at the earliest opportunity and arrangements will be made for a three day debate next week when the House will be invited to pass a motion approving this present statement, which will be presented as a White paper dealing with agriculture will be available later this week the fullest possible information over the coming weeks. A first paper dealing with Agriculture will be available later this week and we shall take the opportunity of the debate, and of further White Papers which will be laid, to enable Parliament, and public opinion generally, to form a full, fair and informed judgment of the great issues involved.

'For all of us realize that this is a historic decision which could well determine the future of Britain, of Europe and indeed of the world for decades to come.'

Britain consulted her EFTA partners on April 28 regarding membership of the European Economic Council. Ministers from Austria, Denmark, Finland, Norway, Portugal, Sweden and Switzerland were at the conference held at Lancaster House in London. Picture on the left shows a general view of the conference at the beginning of the session. On the right: Mr. George Brown, the Foreign Secretary (second from right), who led the United Kingdom team. With him (left to right), are Mr. Douglas Jay, President of the Board of Trade; Mr. Michael Stewart, First Secretary of State for Economic Affairs; and Mr. Fred Mulley, Joint Minister of State for Foreign Affairs.

EFTA Ministers meet in London

THE FOLLOWING communique was issued after the Ministerial meeting of the EFTA Council in London on April 28:

'The EFTA Council met at Ministerial level in London on April 28, under the chairmanship of Mr. Gunnar Lange, Minister of Commerce of Sweden. Finland was also represented by Mr. Ahti Karjalainen, Foreign Minister, who was present in a personal capacity. The only item on their agenda was European integration.

'The meeting, held in accordance with an agreement reached at the EFTA Ministerial conference in Stockholm in March of this year, gave the opportunity for a general discussion among Ministers of the prospects of European integration as they appear now that the United Kingdom Government have been able to review their own recent discussions in the six capitals of the European Economic Community, and before any final conclusions have been drawn from them.

'The EFTA Governments, desirous of bringing about a single European market in accordance with the purpose of the Stockholm Convention, recognized that, if the British Government were to decide to seek a closer relationship with the EEC, that decision would open up new prospects for a solution of the question of European economic integration, in which they all intended to participate.

'In affirming their intention to work towards the goal of European economic integration, all the EFTA Governments reiterated their strong interest in safeguarding, as an important part of an enlarged European community, the free market already established in EFTA by the successful dismantling of trade barriers within the Association.

'The change from the present division of Europe to a single market should be as smooth as possible. Were the United Kingdom or any other member of EFTA to apply for participation in the EEC, the process of negotiation and of ratifying any ensuing agreement could hardly be short. In addition, it would be the purpose of EFTA Governments that, should it be necessary in order to give a reasonable opportunity to their partners in the Free Trade Area to conclude negotiations, sufficient transitional periods should be provided for, with a view to avoiding disruption in European trade patterns.

'Ministers agreed that their Governments should maintain close and continuous consultation on all the aspects of the future European structure.'

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times*

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HMSO

Joint communique on Anglo-Soviet trade

IN ACCORDANCE with the joint statement of the President of the Council of Ministers of the USSR, Mr. A. N. Kosygin and the Prime Minister of the United Kingdom, Mr. Harold Wilson, of February 12, 1967, and on the invitation of Her Majesty's Government extended by the President of the Board of Trade, Mr. D. Jay, Mr. N. S. Patolichev, Minister for Foreign Trade of the USSR, was in London from April 20 to 27 of this year.

In the course of the talks the Ministers carried out an analysis and appraisal of the present state of Anglo-Soviet trade, and discussed a wide range of questions regarding its further development. They agreed that the established traditions and accumulated experience in Anglo-Soviet trade provided a sound basis for the further development of the exchange between the two countries.

The growth of trade as shown by the out-turn in 1966 and the progress in placing orders in 1967, was noted with satisfaction. In particular the Soviet Trading Organizations had placed increased orders for consumer goods in 1967.

The Ministers examined questions of the further expansion of Anglo-Soviet trade within the framework of the Agreement of May 24, 1959, which was renewed for a further five years in 1964. Having studied the facts about contracts for delivery to the USSR of machinery, equipment and other British goods, and the current negotiations of fresh contracts for delivery, in particular, of equipment for the chemical industry, machine tools and technological equipment, and also data on deliveries of Soviet goods to the United Kingdom, the Ministers expressed their confidence that by the end of the present Agreement a considerable increase in mutual trade would have taken place.

The British side agreed to study the possibility of improving the arrangements for the import into the United Kingdom of Soviet machinery and equipment.

In addition the British side indicated certain changes in the conditions for the grant of long-term bank credits on new Soviet orders for machinery and industrial equipment from the United Kingdom, under which it will be possible for Soviet buying organizations purchasing specified classes of machinery and equipment, e.g. machine tools, to deal with a wider range of British suppliers on more advantageous credit terms than hitherto. The new arrangements will provide for the 'bulking' of orders for this purpose.

It was agreed that meetings between Ministers or experts should be held at half-yearly intervals for discussion of trade problems and mutual exchange of information.

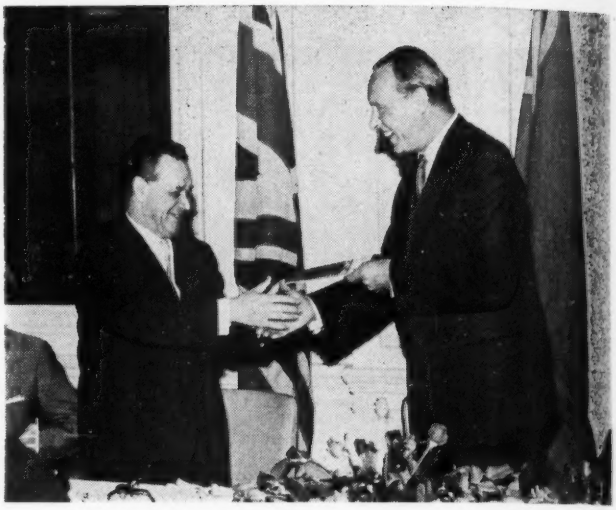
The Ministers also exchanged views on the expansion of trade on a longer-term basis, taking into account the requirements of the two countries arising from long-term plans for development of the economy of their respective countries. At the same time it was noted that the negotiations between the USSR and the United Kingdom on scientific-technical co-operation and the practical steps in the sphere of this co-operation would also promote expansion of trade between the two countries.

The Ministers discussed the general lines of a new long-term agreement and agreed that it was expedient to initiate a study of the basic provisions of such an agreement. For this purpose meetings of experts of both countries will take place shortly.

During his stay in London Mr. Patolichev met representatives of business circles of Great Britain, in particular, the leaders and members of the London Chamber of Commerce, of the Russo-British Chamber of Commerce, the East European Trade Council, the Confederation of British Industry, and other organizations. At these meetings the growth of Anglo-Soviet trade was noted, and wishes expressed for its further development.

Mr. Patolichev and the USSR Ambassador in Great Britain, Mr. Smirnovsky, were received by the Prime Minister, Mr. H. Wilson.

Mr. Patolichev, on behalf of the Government of the USSR, invited the President of the Board of Trade, Mr. Jay, to visit Moscow in 1967 to continue negotiations. This invitation was accepted with pleasure.



The Soviet Minister of Foreign Trade, Mr. N. S. Patolichev (left), is presented with the first copy of the London Chamber of Commerce's Report on the Soviet Union *by Lord Erroll, the chamber president. Mr. Patolichev, addressing a luncheon of the USSR section of the chamber, said that the future possibilities for Anglo-Soviet trade were 'big indeed'. Earlier Lord Erroll had announced that the chamber had invited Mr. M. K. Nesterov, president of the USSR Chamber of Commerce, to bring a full-scale trade mission to Britain in return for the trade mission led by Lord Erroll which visited the Soviet Union in June 1966. Lord Erroll also announced that it had been agreed that the London Chamber of Commerce should stage a 'British Technical Week' in Moscow on the lines of similar Weeks organized by the chamber and the Board of Trade in Prague and Budapest.*

Importance of construction industries to export market

— Lord Brown

LORD BROWN, Minister of State, Board of Trade, praised the work of the Export Group for the Construction Industries at the Group's luncheon in London on May 1. 'Your contribution,' he said, 'is a very real one indeed though it is not always fully recognized.'

Lord Brown quoted figures prepared by the Ministry of Public Building and Works, which showed that the value of contracts obtained rose between 1964 and 1965 from £118 million to £198 million, although there was a slight fall in 1966. Figures for the year to March 31, 1967 were not yet available, but he was aware that in certain markets, for example, West Africa, where substantial contracts have been won in the past, business is now proving much more difficult.

'Yours is a highly complex exporting industry', continued the Minister of State, 'and rightly we hear much from you concerning matters of taxation, insurance of credit, aid to overseas countries, and so on. We welcome these pressures for though they are sometimes difficult to deal with, they keep us on our toes and ensure that we are fully alive to the problems you face in your extremely complex and important endeavours'. Referring to ideas and suggestions put forward by industry to the Government Lord Brown said 'Often ideas are put forward by industry which we in the Board of Trade believe to have some substance and we start thinking and working upon them, or they may refer to ideas on which we are already working but, despite this, we still have to send wet blanket letters because while a matter is under discussion it is impossible to give the slightest hint that there is hope, for this leads to expectations which may not eventuate. The many narrow channels and reefs through which new ideas have to be navigated in Government do not allow of the exposure of hope which may later be denied. However, many of the policies which eventually reach fruition were started by individuals, companies and associations'.

After speaking of the important part which the guarantees

Mr. A. W. Williams, chief technical officer, Rural Industries Bureau, speaking on 'Helping small manufacturers in rural areas to export', at the National Export Congress at the Guildhall, London, on April 23. Also shown are: Mr. H. Birtles, director, Export Services Branch, Board of Trade; and Mr. P. A. Garrity, director, Export Credits Guarantee Department. The chairman was Mr. L. A. W. Jenkins, vice-president of the CBI, and deputy chairman of BNEC. Main aim of the congress, which was sponsored by the London Chamber of Commerce, was to demonstrate the export possibilities for small as well as large scale industry and the sources of help available to small firms. Amongst them are the technical and business advisory services of the Rural Industries Bureau.

One of the largest pectin producing plants in Europe, with a £200,000 export potential, was opened on April 21 by Lord Walston, Parliamentary Secretary, Board of Trade, at the Hereford factory of H. P. Bulmer Limited. Lord Walston said: 'Sales of pectin overseas are becoming a valuable addition to our export effort. The largest exports last year were to Poland, but there are a number of promising markets where it it possible to expand trade, particularly in Canada, the United States and Japan.' The new plant enables the company to meet all home demands with a substantial quantity for export. Lord Walston (right) is seen here with Mr. Bertram Bulmer, chairman.

provided by the Export Credits Guarantee Department played in facilitating finance for overseas projects by the construction industry, Lord Brown said: 'Concern is often expressed about the aid which the British Government gives to overseas countries and the extent to which it is tied to the purchase of British goods and services. Total disbursements for the aid programme were approximately £210 million in 1966 and although the level must be somewhat reduced this year, it is still likely to be in the range of £200 million. The proportion of our country to country capital aid tied to British goods and services, has steadily risen in recent years to a figure of 48 per cent fully tied and 16 per cent partially tied. From what one reads occasionally in the press it is clear that many people think that the whole of it should be tied but this simply is not possible. Part of it is multilateral aid comprising in large part our contribution to the International Development Association. On this type of aid, figures indicate that the contracts the United Kingdom gains exceed our share of the contribution.'

The Minister said that he was particularly pleased that the Chancellor was able to announce in his Budget Speech that the industry would be able to receive a refund of the Selective Employment Tax on the wages and salaries of employees working overseas. He continued: 'Members of the Group will have noticed the President's announcement in his Budget Speech, the setting in train of a systematic inquiry into the best way of ensuring that we have the most effective organization possible, both inside and outside the Government, to prospect for and to execute large important capital projects overseas. This inquiry which, as you know, is being undertaken by Lord Cromer will be concerned with such matters as the examination of the role of export consortia in contracting for these large projects and the relationship to such consortia of consulting engineers, construction and civil engineering contractors and financial institutions. I think, in fact, it is becoming clear that we have a gap in our arrangements. It seems possible that some of our overseas competitors are being able to establish closer relationships between the parties involved in these large contracts and at times to act with greater precision and speed than we have found possible in all cases in the past. I believe also that there is a case for much deeper consideration of the technical support that could be given from ministries and Government bodies where they are large purchasers of certain forms of equipment in the home market. I hope that, as a result of a great deal of mental activity which is taking place within and without Governmen at the moment in this area, arrangements will emerge which will establish even closer relations between your industry, manufacturing industry, consultants, credit institutions, ECGD and Government itself, which will sharpen up our competitive attack on large projects overseas. I am anxious to see improvement in this area because I believe that a growing proportion of our exports in the future are going to be associated with ever larger projects. These are the projects which contain that high technological and sophisticated content which yield the type of exports which are a necessary basis to an increasing standard of living in this country.'

Lord Brown's visit to New Zealand

LORD BROWN, Minister of State, Board of Trade, has recently returned from Wellington, New Zealand, where he has been backing up the British Aircraft Corporation's efforts to sell the BAC 1-11 as a Viscount replacement for New Zealand's internal routes.

Lord Brown put the technical arguments in favour of the British aircraft to Mr. J. R. Marshall, the New Zealand Deputy Prime Minister, Mr. J. B. Gordon, the Minister of Transport, and other Ministers, in a series of frank and cordial discussions.

The BAC 1-11 is a proven aircraft which has won growing praise all over the world and has been operated successfully under New Zealand conditions. No less than 43 BAC 1-11s were delivered to airlines in the United States in 1966. The prototype of the Boeing 737, its rival, has only just flown, and the version under consideration for the New Zealand National Airways Corporation will not fly for some time.

The New Zealand Cabinet is expected to take a decision shortly.

United Nations seminar on containerization

OPENING A seminar on containerization organized by the United Nations Organization, in London, on May 1, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'There has been an increasing interest in the concept of unit transport, of which the use of containers is merely one – albeit the most publicized – form.

'Countries will form different assessments of the value to their particular transport needs, depending in large measure on their own local and regional problems but there is no doubt that the world's transport problems are becoming more and more united. All the world's transport problems are inter-locked, and what one country does must send ripples throughout the whole world. We can perhaps look ahead to a completely computerized pattern of transport control wherein the decision of what is the cheapest method of routing from Birmingham, England to Kanpur, India, can be entirely automated.

'The developing countries are fully aware of the many connections between their own economic position and the state of the world economy as a whole, as their concern with intergovernmental organizations has clearly demonstrated. The benefits to them will not be confined to those arising directly from improvements in international sea transport – such as the quicker movements of goods as a result of the faster turn round of vessels, reductions in the risks of damage and pilferage, no doubt with their consequential effects in insurance premiums – for the benefits of containerization go far beyond the dock gates at both ends of the journey. Easing of congestion in the ports of developing countries as well as in our own ports should improve the efficiency of the inland transport systems serving those ports – for example by reducing the waiting time at ports of lorries. In addition, where the main centres of production and distribution are at some distance from the ports, the use of containers may reduce the cost of this stage of internal transport.'

Mr. Mallalieu continued: 'In the short run the expansion of the use of containers involves heavy investment in new port facilities, as well as in the containers themselves and in the ships to carry them. But the speeding up of loading and unloading and the reduction of the number of ships required to carry a given tonnage opens up great possibilities for economies in relation to the number of berths required and of access channels to reach them, and of onward land connections.

'The development of container services, by offering the possibility of door-to-door delivery, may facilitate the marketing of the products of the developing countries by making it easier to quote firm delivery prices.

'Finally, improvements in international transport services reduce the time between the completion of production and the payment for the goods by overseas customers. This development is of particular importance to countries which are short of capital.'

A new era in transport, with the impact of containerization increasing throughout the world, was predicted in papers prepared by experts for this, the first United Nations inter-regional seminar on cargo unitization methods. The seminar continues until May 12.

Future container operations aimed at speeding cargo movements and reducing shipping costs might include, according to expert forecasts, innovations such as the following: use of large containers, in conjunction with computers, as mobile warehouses loaded in direct delivery order to eliminate the need for distribution warehouses; standard container-leasing pools; increased interchangeability between all modes of transport; specialized containers for unitized loads, liquids, granules and other materials.

As part of United Nations activities in the field of transport, the seminar in London is designed to benefit senior officials from developing countries who are engaged in the planning and execution of programmes for the advancement of transport facilities and basic economic services.

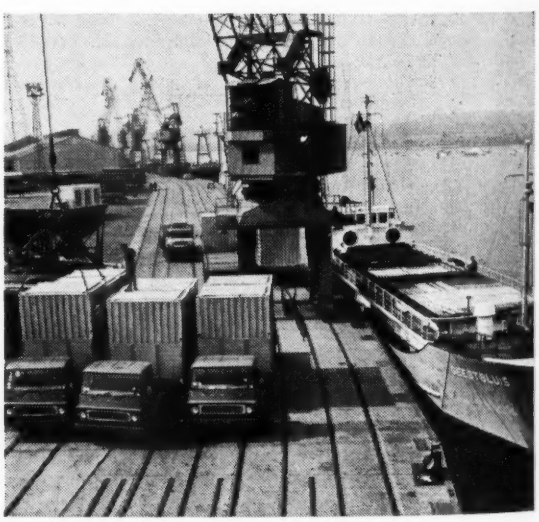
The seminar will bring together participants from 36 developing countries or territories, an international group of experts who will present technical papers; representatives of various United Nations bodies, specialized agencies and international organizations dealing with transport; and observers.

Meetings will be held at the headquarters of the Inter-Governmental Maritime Consultative Organization (IMCO) – a specialized agency of the United Nations – in London (22 Berners Street, W.1) and will be followed by a study-tour of selected transport facilities in the United Kingdom and the Netherlands.

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Tel. City 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.



Geest Industries of Spalding, Lincs., are now providing a major 'container' service to the continent. Using their own lorries, containers and ships they are now offering a 'door-to-door' service from Britain to Europe. The company now has three container ships and claim that goods collected from any factory in Britain can be with a customer within a 250 mile radius of Rotterdam inside 36 hours. Pictures show one of the company's lorries loaded with containers, and containers being loaded onto one of the company's ships.

Conference of Commonwealth examiners of masters and mates

REPRESENTATIVES of nine Commonwealth countries had discussions between April 17-26 at Marlborough House and at the Board of Trade about the training and qualifications of Merchant Navy personnel. The conference, which is unique, arose from the wish of many commonwealth countries, including some unable to be present at the conference, to establish a forum in which to discuss common problems.

The discusions were informal and wide-ranging. The conference reaffirmed the principle of the mutual recognition of Certificates of Competency issued by commonwealth countries. It considered the possibility of mutual assistance in the provision of training and examination facilities and agreed to a number of recommendations with the object of maintaining comparability of standards. Views were exchanged about possible future developments in relation to the manning of ships in the light of technical developments.

Countries other than the United Kingdom represented at the conference were Australia, Canada, Ghana, Hong Kong, India, New Zealand, Nigeria and Singapore. Representatives from the Irish Republic attended as observers.

Port training officers seminar

TRAINING officers from all parts of the ports industry – the port authorities of London, the Mersey, Manchester, Bristol and the Tees, the National Dock Labour Board, and private employers – attended a two-day seminar in London last week. Sponsored by the National Ports Council and run by the Industrial Training Service, the seminar was entitled Assessing Training Needs.

First UK transatlantic container terminal

MV 'BAY FISHER' was the first vessel to berth at the partly completed quay of the Transatlantic Container Terminal when, on April 17, she discharged 250 tons of parts for the 30 tons capacity Paceco-Vickers Portainer, to be erected on this terminal. The first lift to go ashore was the boom, weighting 37 tons.

The contractors, Kier Ltd., are well on schedule to complete the first 500 feet of quay by June 30. The main users of this berth will be Sea-Land Services Inc., of America, and Container Marine Lines (American Export Isbrandtsen Lines), who have chosen Felixstowe as the United Kingdom terminal of their Transatlantic Container Services.

Felixstowe will be the first port in the United Kingdom to be equipped with a container handling gantry crane of this type and capacity. A second similar crane has been ordered for delivery in January 1968, and an order will be placed shortly for a 45 tons capacity container handling gantry crane of advanced design.

Marine Survey Office in Blyth

AS A RESULT of the decision to rename certain streets in Blyth, the various premises in Bridge Street have been renumbered. The address of the Board of Trade Marine Survey Office has now been changed to 29 Bridge Street, Blyth, instead of 34 Bridge Street as previously.

Progress in port modernization

DETAILS of progress in providing a new look for the ports are given in the annual report of the National Ports Council, published last week.

Together the port authorities and the council are creating a new ports system for Britain. New docks, with modern facilities exploiting the latest cargo-handling techniques, are under construction at ports all round the nation's coasts. Major schemes are under way at London, Liverpool, Southampton and Hull, and important work is also in progress at Avonmouth, Newport, Greenock, Grangemouth, Leith, Harwich and Felixstowe.

Technical committee on oil pollution

THE ADVICE of the oil industry on how to deal with oil pollution on a large scale is being sought through a technical committee under the chairmanship of Sir Charles Cawley, the Ministry of Power's chief scientist. Leading oil companies and the Institute of Petroleum have named experts to serve on the committee, which will consider in the light of the 'Torrey Canyon' incident how best to bring the oil companies' knowledge and experience to bear in future in dealing with similar threats of oil pollution on a large scale.

The committee's work will be associated with that of the official committee of scientists under the chairmanship of Sir Solly Zuckerman, which is reviewing the experience gained in dealing with the 'Torrey Canyon' incident and considering the scope for further research. Sir Charles Cawley is deputy chairman of the Zuckerman committee.

The committee held its first meeting on April 26. The members of the committee are: Sir Charles Cawley, Ministry of Power (chairman); Mr. H. Jagger, Institute of Petroleum; Mr. P. A. Medcraft, British Petroleum; Mr. P. Docksey, British Petroleum; Dr. F. Mayo, Esso; Captain I. E. Le Cocq, Esso; Captain A. F. Dickson, Shell; Mr. J. D. Davis, Shell; Mr. W. M. Kluss, Mobil; Hr. A. Holden, Regent; secretaries (from the Ministry of Power), Mr. L. H. Leighton, Mr. W. G. Denness, Mr. A. R. D. Murray.

Scottish Civil Aviation Advisory Committee

THE BOARD OF TRADE, after consultation with the Secretary of State for Scotland, have reappointed the following members of the Scottish Civil Aviation Advisory Committee for a further year until March 31, 1968: Mr. R. Taylor (chairman), Mr. B. Boxall, Mr. W. P. Broomfield, Mr. J. Dalglish, Mr. L. D. Gumley, Mr. J. Jack, The Lord Macdonald, Lord Provost M. McManus, Mr. R. Sibbald, Councillor W. L. Taylor.

Mr. W. Paterson, who was appointed in August 1966, remains a member of the committee. Mrs. E. L. Denny, who has been a member of the committee since its inception, has, at her own request, not been reappointed.

Professional aircrew licensing

THE BOARD OF TRADE is to institute a review of professional aircrew licensing. This will be conducted against the background of modern aircraft operations and will cover not only the training which the pilot should undertake to obtain his initial professional licence, but also the competency he must attain and maintain during his flying career in commercial aviation.

Following consultation with representatives of industry it has been agreed first of all to set up two working groups comprising representatives of the industry and the Board of Trade – one group to examine the airline cadet flying training syllabus, the other the ground syllabus.

Consideration will be given to a scheme whereby all pilots for public transport aircraft will initially be trained and examined to a high standard, but not have to pass any further examinations on the basic knowledge and principles of their profession. Thereafter they would be kept up to date by means of periodic competency checks; but these checks will embrace not merely knowledge of a type of aircraft, but the environment in which it is to fly and the way in which it is operated, including a proper understanding of the use and limitations of the aircraft's equipment.

The Board of Trade believe that such a system could be much more efficient and flexible than that in being today and lend itself to any foreseeable developments.

Two missions to Lyons

THE BNEC Export Council for Europe are sponsoring two mixed missions to Lyons as follow ups to the British Week. The first, from May 16-19, has two vacant places as a result of withdrawals. Firms are also welcome to contact BNEC about participation in the second mission planned for the Autumn.

Presidents' statement on supply of household detergents

ANSWERING A Parliamentary Question on April 26, Mr. Douglas Jay, President of the Board of Trade, announced the outcome of his discussions with Unilever Ltd. and Procter & Gamble Ltd. about the Report by the Monopolies Commission on the supply of household detergents. The President's answer was as follows:

'I am now able to inform the House of the outcome of my discussions with Unilever and Procter & Gamble about the Report of the Monopolies Commission on the supply of household detergents.

'The companies have undertaken to make fully available an alternative range of top quality soap powders and synthetic detergent powders at a price 20 per cent below the prices of existing products in these categories. The consumer will thus be able to choose freely between these cheaper products, the prices of which will reflect less expenditure on advertising and promotion, and the higher priced and more intensively advertised products. The companies have also undertaken not to raise the prices of any of the detergents covered by the Commission's report for a further two years.

'My examination of this problem has led me to conclude that we know too little about the economic effects of advertising in general and its relationship to competition. Accordingly, I have decided to institute some independent research into this subject, and will be consulting industry about its scope. This research will be general and not confined to detergents.

'To help the consumer, I also propose to start immediate consultations with a view to the institution under the Weights and Measures Act of standardized packaging for a range of detergent products.

'I believe that these measures will materially benefit consumers. I shall, however, keep the position under regular scrutiny and shall formally review it at the end of two years.'

Notes:

The reference to the Monopolies Commission was made on May 14, 1963, and the Report was published on August 10, 1966. The Commission found that monopoly conditions prevailed as respects the supply of household detergents because more than one-third of all the household detergents supplied in the United Kingdom were supplied by (i) Unilever and (ii) Procter & Gamble. The Commission found that neither 'monopoly' position as such operated against the public interest but they considered that the policies pursued by both companies on advertising and promotion and their price policies did operate against the public interest.

By way of remedies, the Commission recommended that:

For immedicte action

(a) Substantial percentage reductions should be made in Unilever's and P. & G's. wholesale selling prices for household detergents.

(b) The appropriate reductions should be decided by the Board of Trade in consultation with the two companies.

(c) The Board of Trade should encourage the two companies to agree that at least a 40 per cent reduction in selling expenses should accompany the price reduction.

(d) In such event, price consultations with the companies might well begin on the basis of an average 20 per cent reduction in price.

For the longer term

(e) The Board of Trade should consider the possibility of introducing some form of automatic sanction that would discourage excessive selling expenditure in the field of household detergents (e.g. by disallowing it for tax purposes), and should also continue to keep a watch on prices.

Copies of the Report (Household Detergents: A Report on the Supply of Household Detergents, August 1966) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 9s., or by post from HMSO, PO Box 569, London, S.E.1, price 9s. 9d.

New date for Whitsun holiday—a reminder

THE BOARD OF TRADE remind the public that this year there will be no bank holiday on Whit Monday. 1967 will see the introduction of the new late spring bank holiday which will fall on Monday, May 29 and will replace the Whit Monday bank holiday.

The change was first announced by the President of the Board of Trade in the House of Commons on June 3, 1965, when he also gave the date of the 1967 summer bank holiday as August 28 and the dates of the holidays in 1968 as June 3 (Whit Monday) for the late spring and September 2 for the summer bank holidays.

As already announced the dates of the late spring and summer bank holidays in 1969 will be respectively May 26 (Whit Monday) and September 1 in England and Wales, May 26 and August 4 in Scotland.

Appointment of Assistant Official Receivers

THE BOARD OF TRADE announce the appointment of the following Assistant Official Receivers:

Mr. Raymond Graham as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Birmingham, Coventry and Warwick.

This appointment takes effect on May 15, 1967.

Mr. Norman Charles Ludlow as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Birmingham, Coventry, Warwick, Dudley, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich and Wolverhampton.

This appointment takes effect on May 1, 1967.

Mr. Albert Rout as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Manchester, Salford, Warrington and Wigan, and that his appointment as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Croydon, Guildford, Kingston-upon-Thames and Tunbridge Wells, has been revoked.

This appointment and revocation takes effect on April 24, 1967.

Mr. Clive Trevor Newton as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Croydon, Guildford, Kingston-upon-Thames and Tunbridge Wells.

This appointment takes effect on May 8, 1967.

Reversing the 'brain drain'

ANNOUNCING a new 'brain gain' measure to attract British and American engineers, managers and scientists from the United States to work for British companies, the Minister of Technology, Mr. Anthony Wedgwood Benn, said that Britain was at the beginning of an exciting decade in science and technology, with a great contribution to make to European technology. 'New ideas and new initiatives will be at a premium', he said, 'and those British and American engineers, managers and scientists who join us from overseas industry will find a receptive environment for their energy and talents with the best of our companies in the private and public sectors'.

The Ministry of Technology is sponsoring the scheme and Management Selection Group, management consultants, will operate it under contract to the Ministry, who will advance up to £75,000 over a period of three years against starting costs. The drive follows an interim recommendation by the Working Group on Migration of the Committee on Manpower Resources for Science and Technology.

The recruitment drive will include on-the-spot assessment of vacancies and companies in Britain, advice to companies on salaries, responsibilities and career prospects, and the circulation of details about vacancies to applicants and applicants to companies. Permanent offices will be set up in London and New York, and later in San Francisco and Toronto.

Approaches to interested British companies will start immediately, and it is expected that the scheme will be under way in the United States by late summer.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 19, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.14	Phosphorus pentabromide	As in previous column	December 31, 1967	13011
29.08	1, 1, 1-Trichlorodi-(4-methoxyphenyl)ethane	Methoxychlor	December 31, 1967	6935
29.13	Benzoin	As in previous column	December 31, 1967	13012
29.14	Ammonium 8-chlorohexadecafluoro-7-methyloctanoate	Ammonium chlorohexadecafluoro-nonoate	December 31, 1967	13014
29.14	*iso*Propyl chloroformate	As in previous column	December 31, 1967	2185
29.27	Ethyl 2-cyano-3-ethoxyacrylate	Ethyl ethoxymethylene cyanoacetate	December 31, 1967	2048
29.35	2-(4-[4, 4-Di-(4-fluorophenyl)-butyl]piperazin-1-yl)acet-2', 6'-xylidide	4-[4,4-Di-(p-fluorophenyl)-butyl]-1-piperazineacet-o-2', 6'-xylidide	December 31, 1967	13008

Amendments to the Open General Licence for Imports

THE BOARD OF TRADE have issued Notice to Importers No. 1189.

Pigmeat

All forms of pigmeat *other than whole hams not in airtight containers*, may now be imported from the Dollar Area without the need for individual licences. The relevant amendment to the Open General Import Licence (No. 2) may be purchased from Government bookshops.

Whole hams (other than hams preserved in airtight containers) may continue to come in under the Open General Licence only if they have originated in and are consigned from, the Scheduled Territories. No licences are being granted for imports from any other source.

Imports of meat from any source continue to be subject to the appropriate animal health and public health requirements, information about which is obtainable from the Ministry of Agriculture, Fisheries and Food, Animal Health Division, Hook Rise South, Tolworth, Surrey (Tel. Derwent 6611).

Gold medals, etc.

In February there was a slight relaxation in the licensing requirements for gold medals, etc. Amendment No. 1 to the Open General Licence made individual licences unnecessary for imports from any source of such items weighing not more than 5 pennyweights and of a value not exceeding £2.

Amendments to Notice to Importers No. 1180 (Summary of Import Licensing Regulations)

On page 7, to the entry reading 'S . . . Gold medals, medallions, (etc.)' should be added, in italics: *'other than those weighing not more than 5 pennyweights and of a value not exceeding £2.'*

At the foot of page 7 the entry reading 'ex 02.01/D . . . Pigmeat (etc.)' should be deleted.

On page 15, following the entry 'Gold bullion', add the following entry: 'Gold medals, medallions, tablets and other such pieces in pictorial relief or bearing inscriptions, weighing not more than 5 pennyweights and of a value not exceeding £2.'

Application for removal of import duty on broomcorn and broomcorn (whisk) tops

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on broomcorn and broomcorn tops (sorghum vulgare) which are classified to Tariff sub-heading 14.03(C).

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than May 19, 1967.

The Import Duties (Temporary Exemptions) (No. 4) Order, 1967

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 4) Order, 1967.

This Order provides that the goods listed in Schedule 1, mainly chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, including chemicals, shall continue to be temporarily exempt from import duty until December 30, 1967, or such other dates as may be specified in the Order.

The Order came into operation on May 4, 1967, and has been published as Statutory Instruments 1967, No. 652.

Copies of the Order are obtainable direct from HMSO.

The Import Duty Drawbacks (No. 4) Order, 1967

THE TREASURY has made the Import Duty Drawbacks (No. 4) Order, 1967.

This Order:

(i) revokes the provisions for the allowance of drawback of import duty in respect of
  (a) metal polish containing imported Neuburg chalk, and
  (b) plates and trays manufactured from imported pulpboard;

(ii) increases the rate of drawback of import duty in respect of pigment produced or manufactured from imported cadmium;

(iii) reduces the rate of drawback of import duty in respect of canned or bottled foodstuffs containing imported tomato puree or paste;

(iv) extends the scope of the existing provisions for castor oil products manufactured from imported castor seed or oil;

(v) extends the scope of the existing provisions for quebracho extracts and blends manufactured from imported quebracho extract, and, by revoking the existing fixed rates of drawback of import duty, provides for drawback to be related to the duty paid on the imported material actually used in the manufacture of the exported goods; and

(vi) revokes the existing fixed rate of drawback of import duty in respect of fish canned in olive oil, and provides for drawback to be related to the duty paid on the imported oil actually used in the manufacture of the exported goods.

The Order came into operation on May 4, 1967, and has been published as Statutory Instruments 1967, No. 651.

Copies are obtainable direct from HMSO.

Plans for the Royal Mint

THE GOVERNMENT have decided that a new Royal Mint should be built at Llantrisant in South Wales, it was announced in the House of Commons last week.

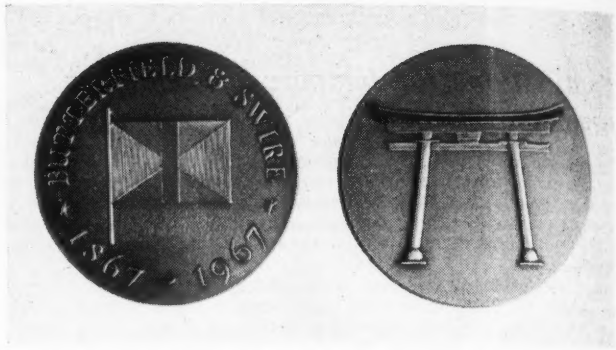
Replying to questions on the subject, the Chancellor of the Exchequer, Mr. James Callaghan, said: 'It is 12 years since the rebuilding of the Mint was announced. Since then output has trebled mainly for export, and capacity for minting the decimal coinage is now also required. The existing site cannot be developed economically for these purposes, and in accordance with the Government's dispersal policy a number of new sites have been examined in the Development Areas. In the light of this examination the Government have decided that a new Royal Mint should be built at Llantrisant in South Wales. Its first task will be to produce the new decimal coinage and a work force of about 400 – 500 will be recruited mainly from the surrounding areas. These workers will continue to be needed when the Royal Mint itself moves to Llantrisant, which will be by 1973 at the latest.'

Re-planned BNEC newsletter

BNEC HAS PRODUCED a new format for its newsletter, 'BNEC News'. It now has four pages, with two columns per page and appears in a more concise form. It is planned to appear five times a year and will cover the activities of BNEC's 12 area organizations.

US gas-tank company for Belfast

AMF BEAIRD LIMITED, a large American company, is taking over a 135,000 sq. ft. former aircraft shed at Belfast, for the manufacture of liquefied petroleum gas pressure storage vessels. AMF Beaird is a subsidiary of the American Machine and Foundry Company of New York. AMF will spend £1,630,000 in equipping it for production and direct exporting. The Northern Ireland Ministry of Commerce is providing substantial cash grants under the industrial development legislation.



Butterfield and Swire celebrated the centenary of their establishment in Japan in April. Special medallions have been struck in silver and bronze. One was specially struck in gold and presented to Her Imperial Highness the Princess Chichibu when she attended a dinner given at the Mitsui Club in Tokyo to mark the occasion.

NCR to increase Dundee manufacturing area

THE NATIONAL Cash Register Co. Ltd., announced on April 24 that its manufacturing organization in Dundee will, within the next few months, commence occupation of a 403,000 sq. ft. factory, half a mile west of NCR's Camperdown factory at Kingsway West. This plant – known as the Gourdie factory – is the property of the Scottish Industrial Estates Corporation (agents of the Board of Trade) and was formerly leased to EMI Astral. Completed in 1961. it comprises two units – the main factory o f 350,000 sq. ft. and a second unit of 53,000 sq. ft. immediately behind it.

NCR is one of the companies who have won the Queen's Award to Industry for their outstanding export records. During the three-year period up to 1966, NCR exported business machines worth £20 million, representing 50 per cent of its total Dundee production.

The Board of Trade has just produced
Two New Export Handbooks

Together they give you 164 pages of information that every exporter should have

Handbook No. 1
"SERVICES FOR BRITISH EXPORTERS"
This is a guide to the help exporters can get from the Government and other sources.

Handbook No. 2
"ECGD CREDIT INSURANCE AND FINANCIAL SUPPORT SERVICES"
This describes the various types of credit insurance schemes offered to exporters.

Complete this coupon now and we'll send you as many free copies of these two Handbooks as you require for distribution to your export staff.

To: Information Division (Room 643), Board of Trade, 1 Victoria Street, London, S.W.1
Please send me.....free copies of Handbook No. 1 and.....copies of Handbook No. 2.

NAME _____
BLOCK CAPITALS PLEASE
FIRM _____
ADDRESS _____
(EH38)

BSI sends metric questionnaire to engineering industry

THE BRITISH STANDARDS Institute are distributing a 'metric' questionnaire to about 1,500 firms engaged in engineering equipment manufacture. On the basis of the replies to it, it is hoped to establish a realistic notion of the start and finish dates which would suit groups of firms with similar problems and interests. In a letter to recipients, Mr. H. A. R. Binney, director of the Institute says: 'We recognize of course that the timing of the changeover operation may well vary between groups in different sectors of industry, and the final result of the questionnaire will probably be the publication by BSI of a number of different timetables to cater for differing requirements. In spite of this variation, we expect also to be able to indicate to the supply industries what the composite effect of the change in demand will be for them.'

ECGD backs £1·8 million contract for Norway

THE EXPORT CREDITS Guarantee Department on April 28 signed a Financial Guarantee covering the financing of a 46,100 tons deadweight bulk carrier worth £1.8 million for Kristiansands Tankrederi Aktieselskapet of Kristiansand S. The ship, built by Furness Shipbuilding Company of Tees-side, will be managed by the Norwegian shipping firm of Einar Rasmussen.

The loan is for about £1½ million, will be managed by Hambros Bank Ltd., acting on behalf of Lloyds Bank Ltd. and themselves, and is repayable over a period of 10 years.

Anglo-Norwegian trade conference

ALMOST 100 British and Norwegian businessmen attended when Sir Harold Gillett, opened an Anglo-Norwegian Trade Conference in London on April 26. The programme, organized by the London and Oslo Junior Chambers of Commerce, contained material of interest to both exporters and importers and featured many British and Norwegian speakers. In addition, two panels discussed specific import and transportation problems and answered questions from delegates.

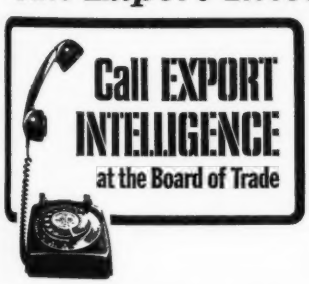
The Leicester and County Chamber of Commerce have sent a trade mission to visit Singapore, Hong Kong, Tokyo and North America. Mr. R. M. Jefferis, the leader of the mission, is seen here being interviewed on arrival in Hong Kong.

ABCC report: 'export missions pay off'

THE ASSOCIATION of British Chambers of Commerce announce that nine Chambers of Commerce (Birmingham, Dundee, Edinburgh, Glasgow, Leicester, London, Manchester, North Staffordshire, and Slough) organized 41 hard selling trade missions abroad during 1965/66. More than 325 firms participated, the majority of them never having sold goods in the markets they visited. A total of 65 countries were visited and £15½ million worth of business was negotiated.

A survey carried out by the ABCC shows that £1½ million worth of business was arranged during mission visits, £5½ million was firmly concluded by the end of 1966, and £8½ million worth of goods has been sold this year or is under negotiations shortly to be finalized. All the missions received financial aid through the British National Export Council.

'Call Export Intelligence'



THE BOARD OF TRADE'S 'Call Export Intelligence' campaign has now been running for two years. During the current phase it has continued to publicize the Board's wide range of services for exporters. In particular, a number of advertisements have drawn attention to the opportunities for British exporters in EFTA countries while other advertisements have publicized the Board of Trade's daily Export Service Bulletin which keeps subscribers informed about export opportunities all over the world. A novel feature of the current phase has been a series of case-history advertisements showing how Export Intelligence has helped specific firms to increase their exports.

During the two years of the campaign over 30,000 inquiries directly attributable to the advertising have been made to Export Intelligence offices in London and other parts of the country.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:
at HQ, London: City 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM Midland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW City 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) Tate Gallery 4355 Telex 25991
LONDON (Eastern Counties) Tate Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER Deansgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, APRIL 25

Cotton and textile closures

Asked how many cotton or textile mills in Lancashire and Cheshire had closed in 1967, Mr. Douglas Jay, President of the Board of Trade, answered that 17 mills were known to have closed since January 1.

Pilots for commercial aviation

A member asked for the estimated number of trained pilots required for commercial aviation in the United Kingdom during each of the years 1967 to 1972 inclusive. Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that in the light of information from existing employers of professional pilots in the United Kingdom, the estimated numbers were: 1967 – 4,320, 1968 – 4,750, 1969 – 5,000, 1970 – 5,060, 1971 – 5,160, 1972 – no figures available.

The estimated numbers of trained pilots likely to be in service were: 1967 – 4,150, 1968 – 4,550, 1969 – 5,000. No estimates beyond 1969 were available.

Bankruptcies in the construction industry

The President was asked how many bankruptcies had occurred in the construction industry in each year since 1960; what was the number to the latest date in 1967; how many of these failures involved housing contracts; what was the capital value of such contracts in each year, and how many housing units were affected; what was the gross value of liabilities incurred in each year. The figures of bankruptcies in the building and construction industry were circulated in *Hansard*.

Information about the number of failures involving housing contracts was not available.

WEDNESDAY, APRIL 26

Night landings at London Airport

A member asked why the President informed a Member that at London Airport, Heathrow, between April and September 1966 there were 8,991 night landings on runways 28R and 28L alone; and why these flights were permitted, in view of the official limitation of 3,500 night landings in this period. Mr. J. P. W. Mallalieu answered that the total of 8,991 included both jet and non-jet aircraft landing between midnight and 0800 GMT. The summer limit of 3,550 night movements related to jet aircraft only between 2330 and 0600 local time from April 1 to October 31.

Labelling of textile goods

Asked if he would introduce legislation requiring the comprehensive and accurate labelling of textile goods to protect the public; and if he would follow this up with a publicity campaign to ensure that people do not inadvertently buy cheap imported goods of poor quality, the President replied that he intended to seek powers in the Protection of Consumers (Trade Descriptions) Bill to require goods of any description to be labelled with information for the benefit of consumers. The need for publicity would be considered at the time.

Research incentives to firms in North-east

Asked if he would seek to offer additional incentives to firms to establish their research and development departments, as well as their manufacturing activities, in the North-east of England development area, Mr. George Darling, Minister of State, Board of Trade said that the incentives now available should act as a considerable inducement to firms to establish research and development activities in the development areas. New forms of inducement under Board of Trade legislation were not contemplated but the Government had recently published a memorandum on the proposal for a Regional Employment Premium.

BOAC passengers

Answering a question on the number of passengers carried by the British Overseas Airways Corporation on North Atlantic routes in 1965 and 1966, respectively, Mr. J. P. W. Mallalieu said 454,550 and 517,479 respectively.

Aircraft noise

A member asked what regulations were laid down for helicopter services from Central London to Heathrow, with regard to noise to residents and flight paths. Mr. J. P. W. Mallalieu answered that there were at present no regular helicopter services between Central London and Heathrow Airport. He was considering, from the Air Traffic Control, safety and noise points of view, the routes and heights which might be adopted for the proposed BEA service, if it were to come into operation.

A further question concerned amending the law so as to increase the grant towards soundproofing of houses against aircraft noise. Mr. J. P. W. Mallalieu answered that the 50 per cent contribution, subject to an overriding limit, followed the precedent of the standard house improvement grants.

Cancelled flights by BOAC

The President was asked what estimate he had made of the number of flights on scheduled services now likely to be cancelled by the British Overseas Airways Corporation during 1967 and of the loss of revenue which this represented. He answered that he understood that BOAC now envisaged a total of 37, instead of their earlier estimate of 54, round trip cancellations during 1967, a reduction of 17. Against this eight additional flights to Canada were planned. BOAC estimated that the possible net loss of revenue would not exceed £150,000.

Air freight traffic

Asked what estimate he had made of the growth of freight traffic likely to be carried by British nationalized and independent airlines on the basis of their present plans; how this compared with the estimates of the total growth of world traffic; and whether he was satisfied with the percentage of world traffic likely to be obtained by British operators. Mr. J. P. W. Mallalieu said that he estimated that international freight traffic carried by British airlines was likely to grow by at least 20 per cent annually in the next few years. Current plans of BOAC and BEA provided for growth of this order, but he did not have similar figures for the independent airlines. Published forecasts of future world growth were of doubtful reliability. The volume would vary from region to region, but he was confident that British airlines were striving for as large a share as possible in this highly competitive market.

BAC 211 aircraft

Two questions concerning the proposed purchase of BAC 211 aircraft by British European Airways. The President said: 'I am examining the complex issues raised by BEA's proposal. They are naturally related to the consideration which the Government, together with the governments of France and Germany, is giving to the possibility of a joint Anglo-French-German airbus project. We are conscious of the need of the airline and the manufacturers for as early a decision as possible. When it is reached I will, as I have promised, make a statement to the House'.

'Empire Made' mark

The President was asked if he would introduce legislation to change the mark Empire Made to some more precise mark of origin, such as Made in Hong Kong. He replied that the Protection of Consumers (Trade Descriptions) Bill, which would be introduced as soon as possible, would provide powers to require any goods to be marked with the name of the country of origin.

Turnhouse Airport

Asked why the engineering and construction of 8,400 feet of runway at Turnhouse Airport, Edinburgh, would take three and a half years, Mr. J. P. W. Mallalieu said that this was the estimate given by the Ministry of Public Building and Works based on their experience of runway projects at other aerodromes, and on their knowledge of this particular site, both of which were considerable. The project, no firm decision on which had yet been taken, would involve, amongst other things, diverting the Gogar Burn.

Answering a further question on movements of aircraft in and out of Turnhouse Airport, Mr. Mallalieu said: 'Provisional figures of total movements of aircraft in and out of Turnhouse Airport, Edinburgh, during 1966 were 50,257. Equivalent figures in respect of Ringway Airport, Manchester, were 49,875; Renfrew and Abbotsinch 37,252. Provisional figures for commercial air transport movements in 1966 were Turnhouse 10,383; Ringway 35,467; Renfrew and Abbotsinch 30,917'.

Passage between Scilly Isles and mainland

A member asked if the President was satisfied that the passage between the Scilly Isles and the mainland was safe for the operation of very large ships; whether he was satisfied that sufficient warning was given of navigational hazards of this passage; and whether, in the case of the 'Torrey Canyon', any steps were taken to warn her master that she was standing into danger. Mr. J. P. W. Mallalieu answered that the main passage, between the Seven Stones lightship and the mainland, was safe and that the navigational hazards of the area were adequately marked. The crew of the Seven Stones light vessel fired rockets and displayed signals meaning 'You are standing into danger'.

Size of tankers

Asked what consideration he was giving to limiting the size of tankers permitted to use British ports; and whether his forthcoming discussions with other maritime nations would include proposals for international agreement to limit the size of such ships, Mr. J. P. W. Mallalieu said: 'I doubt if restrictions on the size of tankers are likely to be the most effec-

tive approach to this problem. The requirements of safety can be tackled in other ways which do not involve sacrificing the economic advantages that the development of large tankers has made possible'.

Airline operating statistics

Asked whether he would arrange for the preparation and publication in standard form by all British airlines of operating statistics comparable to the practice in the United States, Mr. J. P. W. Mallalieu replied that a suggestion about publishing more information had been made by the manufacturers. Before considering this suggestion he proposed to consult the operators.

Industry in Dunstable area

The President was asked what study he had made of the letters sent to him by the Dunstable Borough Council and the West Dunstable Residents' Association in connection with the diversification of industry in the area; and what reply he had sent. Mr. George Darling answered that the views expressed had been noted. It had, however, been explained that the Government's distribution of industry policy required that first priority be given to the needs of the development areas. Proposals to set up new industry in the South-East were examined carefully in the light of this policy.

Car insurance

A member asked if the President would take steps to make car insurance a public responsibility providing machinery so that cars had to be insured automatically at the same time and in the same office as they were taxed. Mr. George Darling answered: 'No, Sir. The Companies Bill contains provisions to improve the supervisory powers of the Board of Trade over motor vehicle and other classes of insurance'.

Investment grants in Scotland

Answering a question on the number and value of applications for investment grants received from firms in Scotland to the latest convenient date, Mr. George Darling said that 1,177 applications to the value of £19,079,686 had been received by April 14, 1967.

Total value of investment grants

A member requested information on the total value of investment for which investment grants had been applied for to date; what percentage this was of total investment undertaken by British industry; and how many applications, and to what value, had been turned down or held up because of the discretionary clauses in the Industrial Development Act to date. The President said that by April 14, 1967, applications relating to £114,726,000 had been received in respect of investment in the first quarter of 1966. He estimated that this represented about half of the investment qualifying for grant under Part I of the Industrial Development Act. Applications so far received for the second quarter of 1966 totalled £35 million. It would cost too much to analyze how much of these amounts had been disallowed because of the exercise of the Board's discretion.

Fabric imports from Austria

Answering a question on whether he was aware of the substantial increase in the volume of low-priced cloth now being imported into the United Kingdom from Austria; and what steps he was proposing to take to safeguard the Lancashire textile industry from this new threat, Mr, Jay replied: 'I am aware of the increase in the volume of fabric imports from Austria; but their general price level is above the average for similar imports from all sources. If there is any evidence to show that particular types of cloth are being dumped, I should be glad to receive it'.

Dumping eggs

The President was asked what action had been taken on the application made by the Egg Marketing Board in March for the imposition of an anti-dumping duty under the Customs Duties (Dumping and Subsidies) Act, 1957, and what reply he had sent to the request of the Egg Marketing Board to ban the import of Polish eggs under the anti-dumping legislation. The President answered that on April 13 the Egg Marketing Board requested action pending an application. They were told that anti-dumping action could not be taken unless and until evidence was provided to satisfy the Board of Trade that dumped imports were causing or threatening material injury to the British producers. 'I received an application from the Egg Marketing Board yesterday which is being examined', said the President.

Credit for exports to Ghana

Asked what credit had been advanced on British exports to Ghana since February 24, 1966, when the present Ghana Government came to power, the President said that cover had been available throughout from the Export Credits Guarantee Department for exports of British goods on short term credit of up to six months. Longer terms were available for equipment needed to maintain installed machinery and plant of British origin.

Exports of naphthalene

Answering a question on the free-on-board value and tonnage of naphthalene exported during the past six months for which figures were available; and the corresponding figures for the previous six months, Mr. George Darling said: 'In the six months ended February 1967, 5,857 tons valued at £171,012 and in the previous six months 2,021 tons valued at £55,401.'

Aircraft noise

Asked if he had now considered the report of the conference on aircraft noise caused by civil aircraft; why military aircraft were exempted from its conclusions; whether he was satisfied that greater speed could be achieved without increasing engine power and the selling cost of the aircraft, Mr. Mallalieu replied, 'Yes'. He added that the conference was concerned only with noise from civil aircraft. Different factors determined the extent to which reduction of noise from military aircraft was practicable. He continued: 'There are many factors involved in the design and costing of future aircraft and it is difficult to generalize about this. Her Majesty's Government endorse the conclusions of the conference and the proposals for further action. In this connection I would refer to my reply to a question on April 17.

Advertising conditions

Asked if he would examine the conditions imposed by various advertising and press organizations which prevented small advertising firms of ability from gaining recognition for commission purposes, and if he would take steps to prevent this restriction on fair competition, Mr. Jay replied: 'I will bear this matter in mind when new references to the Monopolies Commission are being considered'.

Chipboard industry

Answering a question on difficulties in the chipboard industry Mr. George Darling said: 'United Kingdom consumption and production of chipboard have been rising steadily over recent years. Competition has become more severe since the removal of the temporary charge on imports and the last duties against imports from EFTA sources. But there is no reason why the British industry, with its advantages of proximity to the customer, should not continue to share in the expansion of the market'.

Qualified pilots

Asked what was the numbers of pilots likely to qualify from civilian training establishments and to be available for commercial aviation in the United Kingdom during each of the years 1967 to 1972 inclusive, Mr. Mallalieu said that according to information from existing training establishments, the estimates were: in 1967, 440; and in 1968, 590. For years beyond, the capacity was expected to be at least 600 per year but the actual output would depend on demand and many other factors.

Japanese textiles

Asked if he now proposed to authorize increased imports from Japan of dress fabrics containing metallized yarns Mr. Jay said he had no intention of altering the arrangements for the import of Japanese textiles in 1967.

Cheque trading

Mr. Jay said he had no plans to introduce legislation concerning the increase in cheque trading at present but he was watching its development closely.

Aldergrove civil airport

In a statement Mr. Mallalieu said that responsibility for the civil airport at Aldergrove, County Antrim, would be handed over to the Government of Northern Ireland as soon as that Government had powers to operate aerodromes. Legislation for this purpose was in preparation.

Employment opportunities in Monmouthshire

Asked whether he would take steps to alleviate the shortage of employment opportunities, particularly for school leavers, in those areas of Monmouthshire excluded from the Welsh Development Area, having regard to the further disincentives to those industrialists wishing to establish themselves in these areas foreshadowed by the recently announced proposal for a regional employment premium, Mr. George Darling said: 'I would welcome the creation of additional employment opportunities by suitable industrial projects in those parts of Monmouthshire outside the Development Area and where appropriate would authorize the issue of industrial development certificates'.

Consumer complaint service

Asked what proposals he had for meeting the growing need of consumers for an effective consumer complaint service, Mr. Darling said: 'As recommended by the Molony Committee, we are continuing to support the extension and strengthening of the consumer advisory service provided by Citizens' Advice Bureaux'.

Asked which Chambers of Commerce had objected to the request of the Birkenhead Chamber of Commerce that it should change its name to Birkenhead and Wirral Chamber of Commerce; and, in view of the fact that the Birkenhead chamber had more members within the Wirral peninsula than any other chamber, he would now agree to this request, Mr. Jay said: 'The Liverpool Chamber of Commerce and Industry and the Ellesmere Port Chamber of Commerce have objected. I am not prepared to agree to the change of name proposed as I am not satisfied that the Birkenhead Chamber of Commerce represents a majority of the commercial concerns in the Wirral outside Birkenhead'.

Steel vesting day

Mr. Richard Marsh, Minister of Power, announced the membership of the National Steel Corporation and stated that vesting day would be July 28, 1967.

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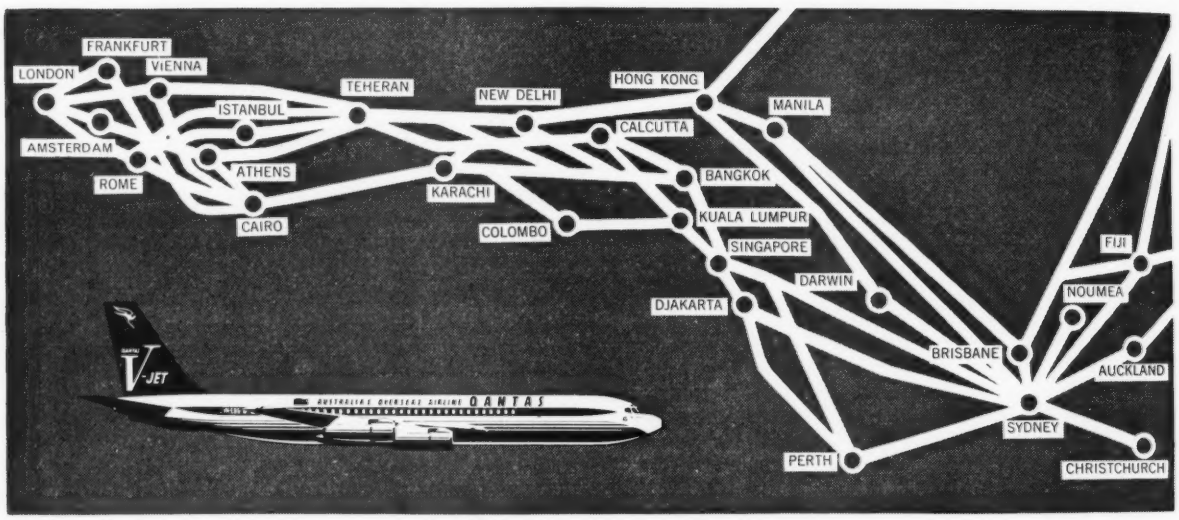

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New Books

The Common Market . . . and the United Kingdom. A Guide to the European Economic Community and the Possible Effects of British Membership. Westminster Bank Limited. Fourth edition: December 1966. (60 pages. Available free through any branch of the Westminster Bank, or from its Public Relations Department, at 41 Lothbury, London, E.C.2). Three editions of this booklet were issued during the period of EEC negotiations conducted by the British Government in 1961-1963. Now that exploratory meetings have taken place between the present Government and the EEC countries, a fourth edition of the booklet has been issued. The text has been rewritten and expanded. Additional tables and appendices have been included. A bibliography of 4 items is given. The object of the book is twofold. Many companies will wish to reassess their trading position in the light of possible changes in circumstances, and public discussion of the merits and effects of British membership of the EEC has already been resumed. Both businessmen and the general public will require concise but informed guides to the facts and issues involved. The Westminster Bank hope that their booklet will be able to meet some of these needs.

Rapid Development in Small Economies. The Example of El Salvador, by David R. Reynolds. (123 pages. Pall Mall Press, 90s.). This book is one of Praeger's *Special Studies in International Economics and Development.* The author spent three years in El Salvador attached to the United States Embassy and was able to observe the rapid and enormous changes taking place in the economy of the country. About three-quarters of the book is devoted to a factual description of El Salvador, its population, agriculture, industry, transport, communications, power, finance and trade; the more important final section contains the conclusions the author has drawn from his study. National economic growth has been the achievement of the private sector on the whole; until recently there has been little foreign aid, and few of the native Salvadorans who have had a decisive influence on the economy have been in government. Mr. Raynolds thus concludes that errors of economic management have been less disastrous than they would have been if the government had made them, and that on the other hand successes have had just as great an impact as if they had been centrally planned. He considers the performance of the economy to be most impressive when compared with economies of similarly non-industrialized countries of similar size.

The Manager and Programmed Learning, by Learning Systems Ltd. (61 pages. Pergamon Press. 10s.). Programmed learning is currently in vogue as a method of self-help instruction. One progresses from an established base, previously introduced into the text, and answers questions on that base, the answers appearing on the following pages. One can judge the rate of assimilation, and probably most important of all, the student does not move on until the pertinent factors of the base have been assimilated. Obviously, one can cheat! This volume is a Pergamon programmed text for industry and commerce intended for all executive directors and other managers, and its aim is twofold. It sets out to convince management that programmed learning is a method of instruction that should be useful in their organizations, and demonstrates the method by setting out the case for programmed learning in a programmed learning form.

Technical Change: the Labour Force and Education. A Study of the British and German Iron and Steel Industries 1860-1964, by P. W. Musgrave. (286 pages. Pergamon Press. 63s.). This study examines the way in which technical and economic change affects the labour force and hence puts new demands on the educational system. In chapter one the author gives a general survey of the problems involved and outlines the model he uses in his empirical analysis. A detailed comparative study is made of the way in which during the last century the British and German iron and steel industries have interacted with their respective educational systems under the stimulus of change. The author demonstrates that the two industries have evolved very different relationships with their respective educational systems, different methods of training and of meeting change within the industries. He also relates the growth of the two systems to social attitudes and economic needs. In a final chapter of conclusions the author considers three questions: what type of economic and technical change has the most important implications for education? how best can the educational system maintain the labour force? what attitude and instructions are vital in this process?

Technical Services for Industry. Technical Information and Other Services available from Government Departments and Associated Organizations. Ministry of Technology. (196 pages. Available free from the Ministry of Technology, Millbank Tower, Millbank, London, S.W.1.). An earlier version of this book was issued in 1962 by the Department of Scientific and Industrial Research with the title *Technical Services for Industry. A Guide to Technical Information and Other Services offered to Industry by D.S.I.R. and the Grant-aided Research Associations.* The present book is a guide to the technical help available to industry through the research establishments administered or supported by the Ministry of Technology and through other Government departments concerned with industrial matters. The Ministry of Technology co-ordinates a research network that serves almost every branch of industry. The book contains information about the Ministry's regional offices, the Industrial Liaison Centres (responsible for maintaining contact with local firms and encouraging them to make greater use of existing scientific and technical knowledge), the 10 research stations whose resources are concentrated on research that is in the national interest and cannot reasonably be done elsewhere, and the industrial research associations and similar research organizations grant-aided by the Ministry. The work of the British Standards Institution and the United Kingdom Atomic Energy Authority is described. The final sections deal with the technical help available to industry through Government departments other than the Ministry of Technology. This is a concise and valuable guide to sources of information and should be widely available.

Labour Mobility in Great Britain 1953-63. An Enquiry undertaken for the Ministry of Labour and National Service in 1963. By Amelia I. Harris assisted by Rosemary Clausen. (138 pages. Government Social Survey, Atlantic House, Holborn Viaduct, London, E.C.1. 20s. *SS.333*). In 1950 an inquiry was made for the Ministry of Labour and National Service into labour mobility in Great Britain, covering the years 1945-1949. It was published as *Labour Mobility in Great Britain, 1945-1949,* by Geoffrey Thomas, (*Social Survey report 134,* now out of print). Some 10 years later, it was proposed that a further inquiry be made to see what changes had occurred, both in the industrial pattern and in population movement relating to work. It was decided to carry out a sample survey, which would record the physical movement and work history of all persons 15 years of age or older over a period of 10 years. A pilot survey was carried out in 1962, and the main fieldwork was done during 1963. Copies of the interviewing schedules used are shown in Appendix 1. Having described the sample design and established the regions in which the sample are living now, the authors proceed to examine the geographical movement of this population, starting by comparing people born in or living most of their life in the various regions, then continuing with a more detailed examination of movements over the 10 years immediately preceding interviewing. The next sections deal with moves for job reasons, workers attitudes towards this type of move, their willingness to move to special areas for work reasons, or with their present employer, or if their present employment ceased. Other information recorded covers labour force status of informants, occupational status, mobility between employers, mobility between industries, and hours worked. There is a summary of the main findings and authors' conclusions at the end of the report.

Other publications

'AEROPLANE' DIRECTORY OF BRITISH AVIATION. Incorporating Who's Who in British Aviation. 1967 edition. 558 pages. Temple Press Books. 50s.

BRITISH PLASTICS YEAR BOOK 1967. A Classified Guide to the Plastics Industry. 37th year of publication. 660 pages. Iliffe Books Ltd. 60s., by post 63s.

BRITISH STANDARDS YEARBOOK 1967. British Standards Institution, 101-113 Pentonville Road, London, N.1. 15s., by post 18s.

CITY OF BIRMINGHAM ABSTRACT OF STATISTICS. Number Ten 1965. Edited by Alan B. Neale. 177 pages. Published for the Corporation by the City of Birmingham Central Statistical Office. 10s. 6d.

DEVELOPMENT CORPORATION FOR WALES EIGHTH ANNUAL REPORT. For the year ended December 31, 1966. 16 pages. Development Corporation for Wales, 15 Park Place, Cardiff.

DICTIONARY OF ECONOMICS AND COMMERCE, by J. L. Hanson. 2nd edition. 432 pages. Macdonald & Evans Ltd. 35s. 'For this new edition the dictionary has been considerably enlarged by the addition of 500 entirely new entries, bringing the total number of entries up to over 4,500. Many of the entries have been revised and brought up to date.' The previous edition was noticed in the *Board of Trade Journal,* December 18, 1964, page 1328.

ECONOMIC DEVELOPMENT COMMITTEE FOR THE DISTRIBUTIVE TRADES. NEWSLETTER NO. 4 APRIL 1967 (8 pages), and SELECTIVE EMPLOYMENT TAX IN THE DISTRIBUTIVE TRADES (4 pages), both available free from the National Economic Development Office, Millbank Tower, 21-41 Millbank, London, S.W.1.

GATT BIBLIOGRAPHY: TWELFTH SUPPLEMENT JANUARY-DECEMBER 1966. 59 pages. Information and Library Services, GATT Secretariat, Villa le Bocage, Palais des Nations, 1211 Geneva 10, Switzerland.

TAXATION IN WESTERN EUROPE 1966. 10th edition. 300 pages. Confederation of British Industry, 21 Tothill Street, London, S.W.1. 30s.

The Statist

The *Statist,* founded in 1878 as a weekly journal 'for economists and men of business', ceased publication with its issue of April 28.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
1,001,817	United States Atomic Energy Commission.	Method and apparatus for control of a nuclear reactor.
1,010,578	Aktieselskabet Burmeister & Wain's Maskin-og Skibsbyggeri.	Method for controlling a once through boiler and controlling system for performing the method.
1,000,660	Solvay & Cie.	Polymerization of olefines.
1,034,644	Coal Industry (Patents) Limited	Yieldable stilts for mine roof supports.
	March 18, 1967	
851,169	Kali-Chemie A.G.	Method of producing boron hydrides or boron hydrides containing substituent organic radicals.
	March 21, 1967	
728,621	Bayerische Motoren Werke Aktiengesellschaft.	Bolting-down the cylinder heads of internal-combustion engines having detachable cylinder heads made of light metal and overhead valves.
933,785	Rank Precision Industries Limited	Testing the profiles of surface sections.
1,011,995	Muanyagipani Kutato Intezet	Process for polymerizing E-caprobetam and polymerization catalyst.
1,042,153	Allen, Davis & Company Limited	Display device.
	March 22, 1967	
807,082	The Sperry Gyroscope Company Limited.	A method of constructing a printed circuit assembly including rectangular-section, shouldered fags.
914,384	Keyser, Johann Jacob	Spinning, twisting and like textile machine.
937,333	Vockenhubes, Karl, and Another	Afocal wide-angle supplementary objective.
943,409	Vockenhubes, Karl, and Another	An objective mount.
983,307	Vockenhubes, Karl	Arrangement for checking the battery voltage of an electrically driven cinematograph camera.
	March 29, 1967	
891,781	Gevaert Photo-Producten N.V.	Production of linear aromatic polyesters.
961,605	Gevaert Photo-Producten N.V.	Production of linear aromatic polyesters.
916,660	Gevaert Photo-Producten N.V.	Linear aromatic polysulphonates.
918,070	Institute Electrosvarki Im E. O. Paton	Electro-slag welding.
935,078	Algemene Nederlandse Radio Unie N.V.	Radar system.
957,578	Societe pour l'Exploitation des Procedes Ab-Der-Halden.	Method of preparing pitch used in the manufacture of electrodes.
974,342	Gevaert Photo-Producten N.V.	Thermoplastic linear polysulphonates.
981,033	Couturier, Paul Louis	A process for the separation of stable and non hygroscopic addition salts of 3-(dialkyl-amino-alkoxy-carbonyl-pyridines.
1,013,395	Felix, André	Wall sections.
1,020,426	Cediap, Centrale de Distribution d'Aliments Proteiniques & Vallee Jean Philippe Simon.	Pharmaceutically active compositions containing desoxyrbonucleicacid and methods of producing same.
1,037,674	Bunce, David	Snow plough blades.
	March 30, 1967	
805,487	Davies, Thomas Leslie	Improvements to magnetic tape sound recording and reproducing apparatus relating to a selective stop control.
840,148	Davies, Thomas Leslie	Improvements to magnetic tape sound recording and reproducing apparatus relating to selective stop control.

Any person who claims that the patentee at the time of enforcement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,

The Patent Office. *Comptroller.*

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EAST SMITHFIELD, E.1.
Telephone No. ROYal 2000 Extn. 93/423.

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THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (*Patents*), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.*2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

9th ACASTER MALBIS SALE (4 miles from York)

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will sell by AUCTION on

WEDNESDAY, 17th MAY, 1967

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EXCAVATORS BY N.C.K., RUSTON BUCYRUS ("10RB" "19RB" "22RB"), BUCYRUS EIRE AND SMITHS, TRACTORS, DOZERS AND LOADING SHOVELS BY CATERPILLAR, ("D7" "D8" "955"), DAVID BROWN, INTERNATIONAL, J.C.B. AND WHITLOCK, AVELING BARFORD "99H" GRADERS, MOBILE CRANES, TANDEM ROLLER, DUMPERS

also

COMPRESSORS, PUMPS, RAMMERS, BREAKERS, PLANT SPARES (INCLUDING ROLLERS, BUCKET TEETH, DROTT TRACK PLATES AND CHAINS, GRAB BUCKETS, WINCHES)

and

A.E.C., EUCLID AND SCAMMELL DUMP TRUCKS, "THAMES TRADER" HYDRAULIC TIPPERS (1965) (LOW MILEAGE), LEWIN SWEEPERS, TIPPING AND OTHER TRAILERS

also

COMBINE HARVESTERS BY CLAAS, MASSEY FERGUSON, MASSEY HARRIS AND RANSOMES, BALERS BY CLAAS, INTERNATIONAL, MASSEY HARRIS AND NEW HOLLAND, TRACTORS BY FERGUSON, FORDSON AND NUFFIELD, PLOUGHS, MOWERS, RAKES, ETC.

SALE TO COMMENCE AT 10.30 a.m.

For Viewing Dates and Times See Catalogue

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS OFFICES, DEPT. A.9, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
May 9 & 10	**Vehicle, machine tools, miscellaneous stores**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. Burton-on-Trent 5061.)**

Austin 'Champs'; Land Rovers; Morris petrol engines; trucks and tractors; recovery vehicles; trailers; 14-ton gantry; vehicle spares; hydraulic servicing trolleys; electric motors; elevating traverse motors; machine tools including pedestal drilling machines; universal, cylindrical and surface grinding machines; 3½- to 6-in. SS and SC lathes; hacksawing machines; presses; horizontal and vertical milling machines; woodworking machines; vehicle tyres; suction hose (8-ft. lengths); shaped canvas covers; and a large assortment of miscellaneous stores.

May 18 .	**Aircraft spares, electronic equipment . .**	**No. 14 Maintenance Unit, RAF, Carlisle .**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. 26292.)**

Plant and stores including various aircraft and MT spares; vehicle doors; carburetters; fuel pumps; oil filters; cam boxes; governor assemblies; Bridge portable power shears; test sets; batteries; transformers; power units; control units; amplifiers; junction boxes; plugs and sockets; starter motors; wavemeters; generators; rectifiers; fan assemblies; receivers; battery chargers; dynamos; air blowers; oscillators; condensers; electronic valves; binoculars; telescopes; aircraft clocks; stop and pocket watches; compasses; barometers; thermometers; slide rules; micrometers; vernier calipers; oscilloscopes; air mileage units; engine stands; pallets; various paints; tools; chairs and tables; rack assemblies; telephone equipment; oxygen equipment; nuts, bolts and washers; welding electrodes; crimping tools; solder; cable; vices; waxed cardboard cylinders; insulating tape, etc.

May 23 & 24	**Machine tools, electronic equipment, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Electronic stores including amplifiers; alternators; test sets; transformers; recorders; valves; condensers, etc.; ball and roller bearings; machine tools including centre and capstan lathes; pillar and bench drills; circular and band saws; planing, punching and shearing machines; grinders; teleprinters and equipment; galvanized wire; wire rope; wireless equipment; trailer fire pumps; miscellaneous furniture including tables; sideboards; wardrobes; dressing chests; bedside lockers, etc.; china and glassware; kitchenware; MT spares; tyres; various tools; telephone equipment; clothing and textiles including BD blouses; greatcoats; raincoats; boots and shoes; jackets; shorts and trousers; jerseys, jerkins and drawers; blankets; mattresses; old webbing, canvas and hessian; mixed rags; berets, etc.; gravity rollers and stands; electric repair shop trailers; trailer mounted generator sets; Lancia outboard motors; 550 binoculars; steel and aluminium lockers; air-conditioning units; and a large assortment of other miscellaneous stores.

June 1. .	**Aircraft spares, photographic and electrical equipment, miscellaneous stores.**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Aircraft spares; ground equipment and spares; photographic equipment; electronic and electrical equipment and spares; binoculars; clothing and textiles; furniture; large assortment of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Vertical and horizontal fine borers; gun boring machines; vertical surface broaches; horizontal, vertical and multi-spindle drills; turret lathes; vertical, plano and profile millers; gear cutting, planing, shaping, tapping and die-sinking machines, etc. Located at Ministry of Defence (A), Ordnance Supply and Disposal Depot, Yeadon, Nr. Leeds, Yorks. Applications for Tender Forms to Ministry of Defence (A), Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m., May 23, 1967.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583 .

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
2nd quarter	127	131	153	146	124	107	158	124	170	187	156	+ 93	+ 82	— 5	+ 3
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	133	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	130	131	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1966															
September		132				108									
October		131				108									
November		130				109									
December		131				109									
1967															
January		132*				109									
February		131*				109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 71
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	164	+135
1967													
1st quarter			139·3	+3·6	112·0*	133·5*	171·4	458	188		164	166	
1966													
September	159	109	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151*	106*	139·4	+3·7	112·4*	133·6*	171·3	454	188		163	167	
March			139·4	+3·5	111·2*	133·4*	171·9	467	184		157	136	
April								495	174				

*Provisional. †Not seasonally adjusted.

Activity at aerodromes in the United Kingdom and Channel Islands during November

THE NUMBER of passengers at United Kingdom aerodromes in November was 11 per cent more than in November 1965 maintaining the increase of recent months. At London area airports passenger traffic was 9 per cent more than a year earlier, a rather smaller increase than in recent months. Traffic at Heathrow was 8 per cent more and at Gatwick 31 per cent more.

The weight of cargo handled at United Kingdom airports in November was 10 per cent higher than November 1965 repeating the October 1966 increase while at London area airports the increase was 8 per cent.

There were 10 per cent more air transport flights at all airports in November than a year earlier. In the London area the increase was 8 per cent, similar to the increases in the preceding ten months of the year.

Detailed figures for November 1966 are given in the table below.

Summary of activity at aerodromes in the United Kingdom and the Channel Islands

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Short Tons	
B.O.T. and other United Kingdom aerodromes	1966	71,956	32,264	1,120,702	1,081,541	39,161	38,236·1	3,653·6
	1965	59,393	29,227	1,013,067	973,985	39,082	34,770·8	3,241·7
London area aerodromes	1966	20,829	15,282	699,977	689,973	10,004	22,195·1	2,509·4
	1965	19,279	14,105	640,819	630,562	10,257	20,537·6	2,230·7
*London (Heathrow)		15,008	13,844	647,498	637,596	9,902	21,049·8	2,465·3
*London (Gatwick)		3,503	1,408	51,827	51,725	102	1,061·8	44·1
*Stansted		2,159	26	635	635	—	83·3	—
Westland Heliport London		159	4	17	17	—	0·2	—
Other United Kingdom aerodromes								
Aberdeen (Dyce)		1,471	248	6,186	5,438	748	43·8	9·9
*Belfast (Aldergrove)		1,837	1,636	54,758	54,386	372	1,858·3	312·3
Benbecula		132	96	1,932	989	943	10·8	2·9
*Birmingham		3,597	749	22,103	21,876	227	355·2	—
*Blackpool		2,210	238	4,530	4,349	181	50·6	—
*Bournemouth (Hurn)		1,770	66	974	939	35	42·0	—
*Bristol (Lulsgate)		1,734	445	5,146	3,724	1,422	110·8	—
Brough		1,511	69	973	973	—	0·9	—
*Cambridge		3,351	77	349	349	—	152·7	—
*Coventry		1,726	20	127	125	2	27·0	—
*East Midlands (Castle Donington)		1,147	306	4,140	4,140	—	118·0	—
*Edinburgh (Turnhouse)		4,290	711	34,428	33,533	895	186·0	124·4
*Glamorgan (Rhoose)		1,513	353	4,121	2,949	1,172	21·0	—
*Glasgow (Abbotsinch)		2,675	2,254	89,264	88,189	1,075	1,018·5	206·9
Hawarden		520	286	2,806	1,270	1,536	14·1	—
Inverness (Dalcross)		149	134	3,637	2,529	1,108	18·1	—
Islay (Port Ellen)		90	72	1,229	1,229	—	9·2	3·8
*Isle of Man (Ronaldsway) (3)		639	443	9,878	8,339	1,539	414·1	17·7
Kirkwall		173	160	3,867	3,684	183	47·7	13·4
*Leeds/Bradford		2,679	614	12,410	11,152	1,258	164·7	—
*Liverpool		2,418	1,222	23,156	20,738	2,418	1,473·0	104·5
*Luton		1,985	199	5,187	5,187	—	64·9	0·3
*Lydd		915	881	3,619	3,619	—	2,331·0	—
*Manchester		3,066	2,130	64,487	61,955	2,532	2,816·9	294·8
*Newcastle (Woolsington)		1,509	374	12,645	12,372	273	156·1	—
Penzance Heliport		108	96	1,299	1,299	—	3·8	0·8
*Portsmouth		457	—	—	—	—	—	—
*Prestwick		1,193	716	18,475	10,379	8,096	851·7	23·6
Scilly Isles (St. Mary's)		106	96	1,299	1,299	—	3·8	0·8
*Southampton		798	548	9,513	9,039	474	420·6	—
*Southend		1,509	1,188	7,732	7,732	—	3,177·0	—
Stornoway		163	82	2,204	2,057	147	20·9	5·7
Sumburgh		76	67	1,347	1,286	61	22·3	13·2
Swansea		1,741	48	417	417	—	0·1	—
Tees-side (Middleton)		1,605	115	2,246	2,044	202	29·3	—
Tiree		60	58	270	172	98	0·6	0·3
Wick		204	185	3,971	1,811	2,160	5·5	8·9
Channel Islands aerodromes (4)	1966	..	1,861	38,102	33,689	4,413	1,206·5	..
	1965	..	1,911	36,365	31,200	5,165	1,168·9	..
Alderney		..	102	973	973	—	7·2	..
Guernsey		..	768	12,307	9,649	2,658	411·1	..
Jersey		..	991	24,822	23,067	1,755	788·2	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for March

United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division.		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights. . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	103	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter .	108	115	100	82	116	114	102	116	106	112	119	117	116	105
1965 March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October . .	107	112	103	89	110	109	102	110	105	109	113	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January . .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June . .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July . .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August . .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October .	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November .	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December .	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January . .	109	115	101	83	116	114	102	116	105	111	102	117	116	105
February .	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March . .	108	114	100	81	115	114	102	115	107	112	118	117	116	105

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

IN MARCH the export unit value index was 114. This was the same level as in both January and February, but one point higher than during the latter half of last year. The import unit value index fell slightly from the level in January and February and the second half of last year taken as a whole and in rounded terms was 108. The terms of trade however remained at 105.

The decrease in the import unit value mainly resulted from a fall of over 1 per cent in the manufactured goods index due to lower average values for imported copper. There was also a fall of about 2 per cent in the fuels index and a marginal decrease in the index for food beverages and tobacco. These falls were offset to some extent by a rise of almost 1 per cent in the basic materials index.

There was no change in the export unit value index and only marginal changes were recorded within the component parts of the total. The index for non-manufactured goods which rose by about ½ per cent showed the largest movement.

Trends in the volume of trade will be discussed in the quarterly articles which analyse United Kingdom trade in more detail than in the monthly commentaries.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

United Kingdom import and export volume index numbers (unadjusted)

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	131	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
1966 March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	146	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149

(*Continued on next page*)

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United Kingdom import and export volume index numbers (seasonally adjusted)

TABLE 3

(1961 = 100)

	Imports							Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter	*114*		*93*	*108*	*144*	*125*		*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter	*120*		*101*	*109*	*139*	*139*		*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*122*		*108*	*108*	*131*	*142*		*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter	*122*		*106*	*104*	*146*	*141*		*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*		*103*	*105*	*153*	*149*		*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter	*121*		*98*	*98*	*149*	*149*		*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter	*126*		*104*	*108*	*153*	*151*		*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter	*117*		*99*	*96*	*161*	*135*	*134*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1967 1st quarter	*130*		*105*	*98*	*177*	*158*	*157*	*130*	*141*	*128*	*155*	*104*	*117*	*123*	*150*
1966 March	*124*		*100*	*108*	*150*	*148*		*120*	*136*	*120*	*129*	*93*	*95*	*125*	*135*
April	*123*		*97*	*99*	*155*	*153*		*120*	*132*	*119*	*133*	*99*	*103*	*116*	*145*
May	*127*		*102*	*102*	*160*	*155*		*122*	*132*	*121*	*141*	*94*	*104*	*127*	*119*
June	*114*		*94*	*94*	*133*	*140*		*100*	*109*	*99*	*118*	*83*	*88*	*96*	*115*
July	*129*		*103*	*109*	*153*	*158*		*116*	*121*	*115*	*128*	*99*	*101*	*113*	*131*
August	*129*		*110*	*112*	*157*	*151*		*126*	*116*	*127*	*146*	*101*	*103*	*130*	*140*
September	*121*		*100*	*103*	*150*	*143*		*124*	*128*	*122*	*144*	*92*	*107*	*122*	*135*
October	*118*		*101*	*101*	*155*	*133*	*132*	*128*	*125*	*128*	*150*	*105*	*114*	*124*	*149*
November	*107*		*99*	*97*	*159*	*107*	*106*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December	*126*	*125*	*98*	*91*	*168*	*164*	*163*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January	*134*	*134*	*104*	*103*	*183*	*165*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February	*131*	*130*	*111*	*96*	*181*	*153*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*
March	*125*	*125*	*100*	*96*	*166*	*154*	*153*	*122*	*124*	*122*	*139*	*94*	*114*	*116*	*147*

Eddystone

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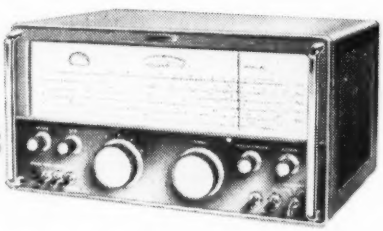

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'Economic Trends' for April

THE APRIL ISSUE of *Economic Trends*, published by the Central Statistical Office on April 28 (HMSO, 7s.), contains an article in the regular quarterly series on national income and expenditure. The estimates and analysis refer to the fourth quarter of 1966. The main features of these estimates were discussed in 'Economic Report for 1966', published as a supplement to the March 1967 issue of *Economic Trends*.

The regular monthly article in *Economic Trends* on the economic situation includes the following in its general assessment:

> 'Exports and public expenditure have been the principal growing elements in demand, and personal consumption is showing signs of recovery; on the other hand, private investment has been falling. The balance of expansionary and contractionary forces is such that the economy has been continuing on a level path, with a gradually increasing margin of slack showing up in the unemployment figures. But expansionary forces should soon begin to predominate, leading to a rise in output. In his Budget Speech on April 11 the Chancellor suggested that total output was likely to rise by nearly 3 per cent between the end of 1966 and the end of 1967. This implies that the pressure of demand will show little change from its present level during the course of this year.'

Overdrafts of the nationalized industries

HM TREASURY announce that the total bank overdrafts of the nationalized industries at April 19, 1967, amounted to £52.7 million, of which £44.6 million was from the Clearing Banks and £8.1 million from the Scottish Banks.

Production of man-made fibres in March

TOTAL PRODUCTION by weight of man-made fibres in March was 2 per cent less than the record level of March 1966. Within the total, output of continuous filament was 5 per cent less and staple fibre 1 per cent more.

Total deliveries of man-made fibres in the three months January-March were 2 per cent more than in the same period of 1966.

Deliveries of continuous filament to the home trade were 7 per cent less than in the first quarter of 1966; deliveries for weaving and for industrial purposes were 18 and 13 per cent less respectively, while deliveries to the hosiery industry were 18 per cent more and to the warp-knitting industry 7 per cent less.

Deliveries of staple fibre to the home trade during the first quarter of this year were also 7 per cent less than in the same period of last year; within the total, deliveries to the cotton spinning industry were 15 per cent less and to the wool spinning industry 9 per cent less.

Deliveries of continuous filament yarn and staple fibre for export were 18 and 42 per cent more respectively than in the first quarter of 1966.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1966 (quarterly average)	102·8	117·6	220·4
1965 4th quarter	98·8	116·2	215·0
1966 1st quarter	108·1	120·5	228·6
1966 4th quarter	94·6	120·7	215·2
1967 1st quarter	106·6	130·6	237·1
1966 January	33·9	37·8	71·8
February	34·4	37·9	72·3
March	39·7	44·8	84·5
1967 January	34·8	43·6	78·4
February	34·1	41·8	75·9
March	37·7	45·1	82·8

Deliveries of continuous filament yarns

(thousand lb. actual weight)

	Weaving	Hosiery	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Total home trade	Exports as yarn (a)	Grand total
1964	87,133	56,831	42,625	95,732	13,257	295,578	94,556	390,133
1965	89,080	55,159	47,151	106,019	12,793	310,202	87,227	397,428
1966	90,622	68,182	46,100	107,233	17,353	329,490	75,787	405,277
1966								
1st quarter	24,709	18,867	13,278	29,219	4,319	90,393	18,797	109,189
2nd quarter	23,792	17,794	11,387	28,319	3,774	85,066	20,939	106,005
3rd quarter	20,840	13,736	9,860	26,894	3,947	75,278	17,245	92,523
4th quarter	21,281	17,785	11,574	22,801	5,313	78,754	18,807	97,560
1967								
1st quarter	20,145	22,302	12,395	25,374	3,883	84,099	22,174	106,273

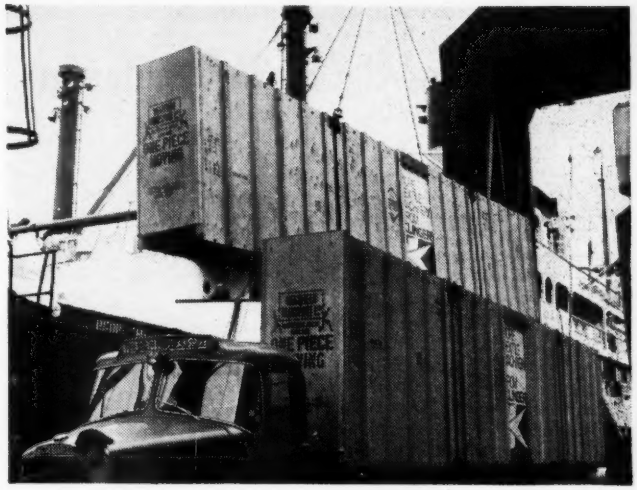
(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(thousand lb. actual weight)

	Spinning				Total home trade	Exports (a)	Grand total
	Cotton	Wool	Flax	Other systems and sundries			
1964	136,654	127,352	38,296	47,275	349,578	110,359	459,937
1965	125,728	125,493	29,419	53,983	334,624	116,110	450,734
1966	114,825	125,622	28,345	56,461	325,254	125,666	450,919
1966							
1st quarter	29,838	32,468	6,728	13,884	82,919	31,447	114,366
2nd quarter	30,805	33,541	5,465	14,648	84,459	30,259	114,718
3rd quarter	24,163	27,845	7,528	14,273	73,809	26,773	100,582
4th quarter	30,018	31,769	8,624	13,656	84,067	37,187	121,254
1967							
1st quarter	25,234	29,523	8,684	13,721	77,162	44,653	121,815

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.



The Klinger Manufacturing Company, Limited, of Edmonton, London, exports its textile machines all over the world fully assembled so that they can be working in the customer's factory within days of uncrating. The two cases pictured here contain Klinger's high-speed CMG 500 models for processing man-made fibre yarns.

The Bath, Somerset firm of Rotork Engineering Co. Ltd., was officially congratulated recently on its export achievements. Sir Edward Brown, MP for Bath, visited the factory, at the request of the President of the Board of Trade. Looking at a batch of electric valve actuators awaiting despatch are: (left to right) Sir Edward Brown, MP; Mr. Jeremy Fry and Mr. Michael Briggs, Rotork's joint managing directors; and Mr. Ian MacBeth, controller, Western Region, Board of Trade.

Gold reserves in April

HM TREASURY announce that the gold and convertible currency reserves rose by £52 million during April to stand at £1,216 million at the end of the month.

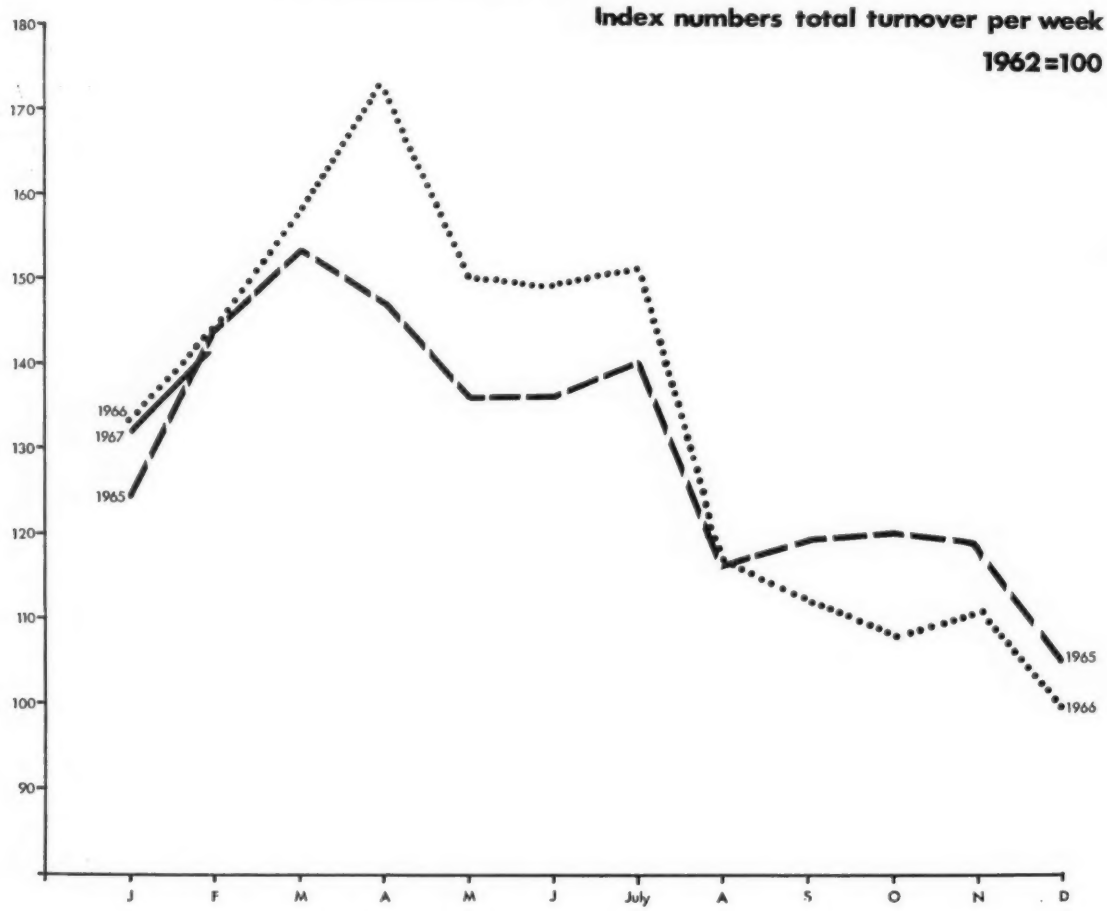
Turnover of the motor trades in February

THE TOTAL TURNOVER of the motor trades in February was 2 per cent lower than in February 1966, thus continuing the improvement in the comparison with year earlier figures shown in January. In the fourth quarter of last year sales were 7 per cent below a year earlier. Sales of new motor vehicles in February were 10 per cent below the level of the corresponding month last year, a decrease similar to that in January, and sales of secondhand vehicles were 3 per cent lower, in line with the experience of recent months. Sales of petrol, oil, accessories and spares plus receipts from servicing and repairs were 8 per cent higher than in February last year. This increase is similar to the average monthly increase on a year earlier experienced during 1966.

Sales of both new and used vehicles increased between January and February due to normal seasonal influences, although the increase for new vehicles was rather less than in earlier years.

Sales in January and February together both for new and used vehicles, showed an increase over the levels experienced in the latter months of 1966. In part this increase was seasonal, but it is clear that there was also some real improvement in the underlying trend of business and that sales had revived from the depressed levels at the end of 1966.

TURNOVER IN THE MOTOR TRADES



(*Continued on next page*)

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Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	136(*b*)					132	141										
	1966	+ 3	+ 3	+12	Nil	— 7	+ 7	Nil	+ 3	+17	+10	+10	+ 8	Nil	— 6	—10	— 7	— 5
	1967	— 1(*c*)					— 1	— 2										
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145(*b*)					139	150										
	1966	— 2	Nil	+18	— 8	—26	+ 7	— 6	Nil	+38	+12	+ 4	+ 9	—12	—23	—29	—25	—24
	1967	—10(*c*)					—10	—10										
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	119(*b*)					105	134										
	1966	Nil	+ 2	+ 8	— 6	— 8	+ 4	Nil	+ 2	— 3	+ 9	+17	+ 1	—10	—10	—16	— 6	— 3
	1967	—4 (*c*)					— 6	— 3										
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	109	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	137(*b*)					138	137										
	1966	+ 8	+ 8	+ 9	+10	+ 7	+ 8	+ 6	+ 9	+ 5	+ 9	+11	+10	+12	+ 8	+ 6	+ 7	+ 7
	1967	+10(*c*)					+11	+ 8										

(*a*) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by February 1967 turnover was the four weeks from January 29, 1967 to February 25, 1967. the corresponding period in 1966 was from January 30, 1966 to February 26, 1966.
(*b*) Index number for period January to February 1967.
(*c*) Percentage change for period January to February 1967 compared with corresponding period of 1966.

Northern Ireland index of industrial production

THE INDEX of Industrial Production, prepared by the Ministry of Commerce, has been based on 1963=100 (formerly 1958). It is usual to change the base of the index of industrial production periodically. The detailed results of the full census of production taken in 1963 are now available, and accordingly 1963 has been taken as the new base year. The Ministry has prepared a series of tables containing the index numbers for the years 1959 to 1966 on both the old and the new bases, copies of which are available from the Ministry, on request, at the following address, Ministry of Commerce, Statistics Branch, 21 Linenhall Street, Belfast 2.

The provisional index of industrial production for Northern Ireland for January 1967 is 121 (1963=100). This is 5 points higher than December 1966 and 2 points higher than January 1966.

The index numbers for the main industrial groups for January 1967, with the increase or decrease on January 1966 shown in brackets, are: textiles 126 (−1 point); clothing 102 (−3); engineering and metals 113 (+10); food, drink and tobacco 91 (−12); timber and furniture 111 (+14); mineral products 118 (+5); other manufacturing industries 172 (+17); construction 132 (+1); and gas, electricity and water 163 (+8).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, April 28, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Pathe Pictorial Series 638/650: *Pathe Pictorial No.* 646	Br/E 32228	8	April 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
A Man For All Seasons	Br/E 32236	120	April 27	Columbia Pictures Corp. Ltd.	Highland Films Ltd.
The Double Man	Br/E 32237	105	April 27	Warner-Pathe Distributors Ltd.	Albion Film Distributors Ltd.
Look at Life Series 33: *Scrambling for it*	Br/E 32239	10	April 28	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1976	Br/E 31896	8	April 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1976A	Br/E 31897	8	April 28	,, ,,	,, ,,
Pathe News 67-33	Br/E 31962	8	April 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-34	Br/E 31963	8	April 28	,, ,,	,, ,,
			FOREIGN		
The Gospel According to St. Matthew	F 32225	135	April 24	Compton Film Distributors Ltd.	Arco Film, Rome.
Let's Go Bust	F 32226	78	April 25	Monarch Film Corp. Ltd.	Gordon Associates.
Monkeys Go Home	F 32227	101	April 26	Walt Disney Productions Ltd.	Walt Disney Productions.
Intimate Lighting	F 32229	71	April 27	Contemporary Films Ltd.	Ceskoslovensky Filmexport, Prague.
The Man Who Had His Hair Cut Short	F 32230	90	April 27	,, ,,	Ministerie Van Nationale Opvoeding en Kultuur/Belgische Radio en Televisie, Brussels.
An Actor's Revenge	F 32231	113	April 27	,, ,,	Daiei Motion Picture Co. Ltd., Tokyo.
How To Be Loved	F 32232	101	April 27	,, ,,	Film Polski, Warsaw.
Iolanta	F 32233	80	April 27	,, ,,	Sovexportfilm, Moscow.
La Femme Fleur	F 32234	13	April 27	,, ,,	Argos Films, Neuilly sur Seine.
Ride the Wind	F 32235	95	April 27	Tigon Pictures Ltd.	N.B.C. International.
Passion	F 32238	90	April 28	Sebricon Productions Ltd.	Daiei Film, Tokyo.

CORRECTION TO THE REGISTER:
The playing time of the film 'The Bible . . . In the Beginning' (F 32216) registered on April 17, 1967, has been corrected to read 157 minutes.

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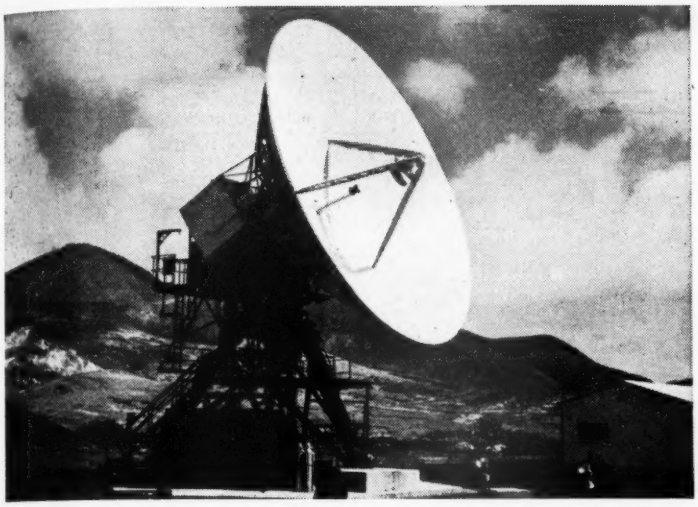
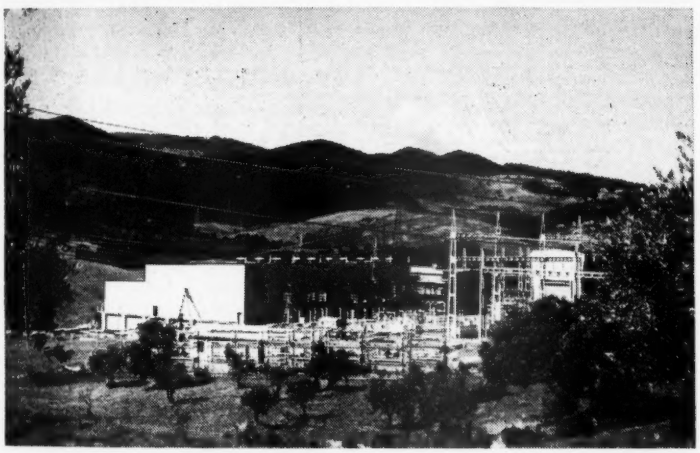


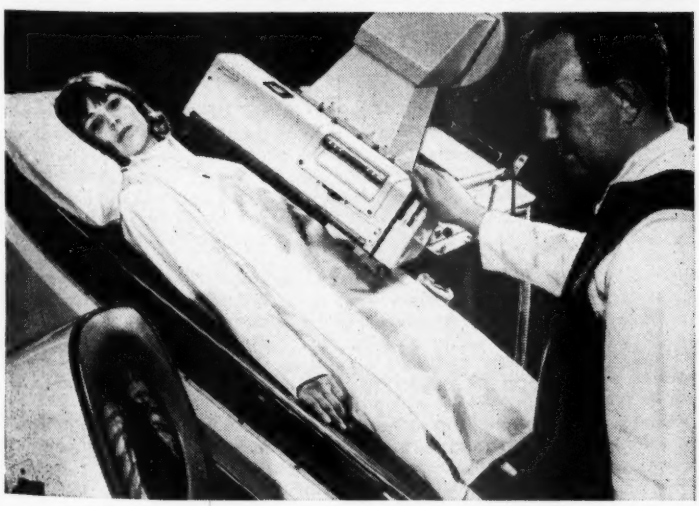
Marconi – and advanced Space Communications

Designed to play a vital role in the American APOLLO 'man-on-the-moon' project, Britain's first overseas civil satellite communications station has been built by The Marconi Company on Ascension Island for Cable and Wireless Limited—less than a year after the original contract for design and construction. Marconi is the only British company from whom complete ground stations for both military and civil satellite systems have been ordered. Communications systems via synchronous and random orbit satellites depend on elements of which Marconi have very long experience: computers, aerial and servo control systems, u.h.f. transmitters and extremely sensitive receivers. *All in the world of English Electric.*



D.C. Transmission between Sardinia and the Italian mainland

Power is now flowing through the new 260-mile d.c. transmission link between Sardinia and the Italian mainland—involving a triumph of British engineering. English Electric's D.C. Transmission Division designed the terminal stations of the link and supplied and installed the special electrical equipment for E.N.E.L., Italy's National Electricity Authority, under a £3 million contract. The designed maximum output of 200,000 kilowatts has been successfully transmitted between the terminals. The link is the longest under-water power connection in the world—over 70 miles of it is under the sea. English Electric is now supplying to the C.E.G.B. the terminal station equipment for Britain's first internal direct current power link. When it comes into service in 1970, this scheme will bring 640,000 kilowatts from Kingsnorth into London, a distance of 53 miles. *All in the world of English Electric.*



Clearer X-ray pictures than ever before

New hospital X-ray equipment, developed by Marconi Instruments Ltd. and the English Electric Valve Company, gives a clearer picture than ever before, with less exposure to radiation for the patient. A 'Marionette' image intensifier, using an EEV image orthicon tube as the 'eye' of a special TV camera, is able to pick up a faint signal produced by a very small quantity of X-rays, and boost it by means of an electronic control unit so that the picture shows the greatest possible brightness and detail. The camera has a computer device which automatically adjusts brightness; pictures can be filmed, photographed and recorded on magnetic tape. Total cost can be up to 20% less than with conventional methods. Many of these equipments are already in use in hospitals at home and overseas. *All in the world of English Electric.*

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Trends in quoted company finance

BETWEEN JANUARY 1 and March 31, 1967, the Statistics Division of the Board of Trade analysed the accounts of 331 companies for accounting years ending in April 1966 or later. Nearly two-fifths had accounting dates ending in September 1966 and of the remainder about one half had accounting dates ending between October and December.

These companies represent about one-sixth of all quoted companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are included in the Board of Trade analysis but account for more than one-fifth of total income and assets. The companies whose accounts are analysed in this article, are therefore, on average, fractionally larger than the typical quoted company.

Many steel companies and breweries have autumn accounting dates and the metal manufacturing industry and the drink industry are over-represented compared with the weight they would carry in an annual analysis. The electrical engineering, food, tobacco and vehicle industries are also over-represented, whereas the chemical industry, non-electrical engineering and the distributive trades are under-represented. Table A shows how the industrial distribution of assets of the companies whose accounts are included in this analysis compared with the industrial pattern of quoted companies as a whole.

Of the 331 accounts analysed, 125 relate to a year ending in September, 93 to a year ending in December and 52 to a year ending in October. The remainder were distributed over the other months between April 1966 and January 1967.

Treatment of investment grants

Over one-third of the 331 companies incorporated investment grants in their accounts. The majority of these companies (94 out of 117) had deducted the value of the expected grant from the expenditure on the relevant tangible fixed assets: if deductions for investment grants had not been made, net tangible fixed assets and expenditure on tangible fixed assets would have been about £21 million higher than shown in Table 1 and Table 3 respectively. The other 23 companies included prospective investment grants under reserves, and did not deduct them from expenditure on fixed assets. Some companies made allocations from the investment grant reserve to the profit and loss account, thus inflating the amount of retained profits available for distribution. Altogether, additions to reserves arising from investment grants (which are included under the heading, retained profits and other capital receipts in Table 2) amounted to just over £4 million.

Table A. Industrial distribution of company assets, 1965

£ million
(percentage of total in brackets)

Industry	Net assets in 1965 of companies included in present analysis (331 companies)	Net assets in 1965 of all‡ companies included in annual analysis (2,198 companies)
Metal manufacturing	946 (23)	1,553 (8)
Vehicles	473 (11)	900 (5)
Electrical engineering	465 (11)	1,488 (8)
Drink	416 (10)	1,498 (8)
Food	310 (7)	929 (5)
Tobacco	260 (6)	423 (2)
Non-electrical engineering	224 (5)	1,396 (7)
Textiles	224 (5)	1,194 (6)
Retail distribution	178 (4)	1,473 (8)
Miscellaneous services	144 (3)	719 (4)
Chemical and allied	140 (3)	2,458((13)
Wholesale distribution	114 (3)	713 (4)
Other industries	301 (7)	4,241 (22)
Total	4,192 (100)	18,985 (100)

Profits and turnover

Of the 331 companies reporting in the quarter, 90 gave figures of turnover, the profits of these 90 companies representing about two-thirds of the profits of the 331 companies. Excluding two companies which did not give comparable turnover figures for 1965, turnover rose by about 6½ per cent between 1965 and 1966 (from £4,846 million to £5,160 million), though the profits of these same companies fell by nearly 6 per cent (from £461 million in 1965 to £434 million). These figures imply a fall in the margin of profits to turnover of about 1 per cent, from 9.5 per cent in 1965 to 8.4 per cent in 1966. The percentage fall in profits of companies showing turnover figures in their accounts (nearly 6 per cent) was slightly smaller than the fall in profits of all companies in the analysis (nearly 7½ per cent). For 68 companies in manufacturing industry which showed turnover figures the margin of profits to turnover fell from 9.8 per cent in 1965 to 8.7 per cent in 1966.

Table 1. Quoted companies – balance sheet summary

Accounts received between January 1 and March 31, 1967 — £ thousand

	Manufacturing Industries		Manufacturing and Distribution, etc.	
Balance sheet at end of year	1965	1966	1965	1966
Number of companies (a)	259	250	349	331
Fixed assets:				
Tangible fixed assets, net	2,325,435	2,414,657	2,695,476	2,814,884
Goodwill	47,591	84,847	67,222	103,627
Trade investments	159,638	180,417	174,317	193,559
Investment in unconsolidated subsidiaries	3,466	3,934	3,721	4,833
Total fixed assets, net	2,536,130	2,683,855	2,940,736	3,116,903
Current assets:				
Stocks and work in progress	1,357,377	1,422,360	1,492,407	1,568,834
Trade and other debtors, etc.	1,000,841	1,105,917	1,104,635	1,219,328
Investments (other than trade investments)	28,177	24,085	37,489	31,940
of which:				
British government securities	2,348	1,740	2,914	2,030
Loans to local authorities	4,096	1,691	4,856	2,181
Other and unclassified quoted securities	18,592	15,916	25,442	22,360
Unquoted	3,141	4,738	4,277	5,369
Tax reserve certificates	8,688	6,514	10,327	7,327
Treasury bills	1,126	1,072	1,126	1,072
Cash	135,972	119,164	177,141	170,696
Total current assets	2,532,181	2,679,112	2,823,125	2,999,197
Less Current liabilities:				
Bank overdrafts and loans	280,288	352,907	315,820	394,194
Trade and other creditors, etc.	874,668	925,681	984,783	1,046,474
Dividends and interest due	79,989	107,746	96,258	132,417
Current taxation	141,990	132,350	175,331	167,417
Total current liabilities	1,376,935	1,518,684	1,572,192	1,740,502
Net current assets	1,155,246	1,160,428	1,250,933	1,258,695
Total net assets	3,691,376	3,844,283	4,191,669	4,375,598
Represented by:				
Future tax reserves	106,688	110,573	134,957	138,368
Long-term loans	647,732	703,172	702,731	773,020
Minority interests in subsidiaries	55,808	63,208	64,944	74,013
Shareholders' interest:	2,881,148	2,967,330	3,289,037	3,390,197
of which-				
Ordinary shares	1,172,393	1,185,587	1,372,336	1,388,229
Preference, etc., shares	178,261	175,402	201,848	200,762
Capital and revenue reserves	1,434,724	1,516,294	1,614,406	1,704,767
Tax equalisation reserve	95,770	90,047	100,447	96,439
Accumulated depreciation on fixed assets	1,331,937	1,465,637	1,439,293	1,588,899
Contracts for capital expenditure not provided for	160,657	165,691	178,296	187,254

(a) The 1965 figures include companies which were independent in that year but which were acquired in 1966 by another company in the population.

Company income

Gross trading profits of companies reporting in the first quarter of 1967 at £648 million were some 7 per cent lower than for the same companies a year earlier; this compares with an increase of about 2 per cent recorded by companies reporting during the fourth quarter of 1966. This is the first recorded fall in quoted company profits as a whole since the analysis of accounts for 1962 received in the second quarter of 1963.

For companies in manufacturing industry, a small drop in profits had already been shown by those reporting in the fourth quarter of 1966. For those reporting in the first quarter of 1967 a much larger fall appeared, their trading profits being 8 per cent lower than a year earlier.

The present analysis shows, however, that of the 22 broad industry groups for which separate figures are calculated, 4 did show increased trading profits compared with the previous year; they were tobacco (up by 20 per cent), drink (up by 9 per cent), non-electrical engineering (up by 6 per cent) and miscellaneous services (up by 5 per cent).

The reductions in the quoted companies' profits referred to above are somewhat larger than those shown for the most nearly

comparable period by the quarterly estimates for all companies published by the Central Statistical Office. That series of estimates, however, shows the fall in profits continuing, and deepening, up to the end of 1966.

Gross income (trading profits plus investment and other income) of companies reporting between January 1 and March 31, 1967, also fell by 7 per cent from £735 million in 1965 to £683 million. The change in the treatment of income tax on dividends brought about by the Finance Act, 1965, as a result of which the gross cost of a dividend is borne by a company, the net amount being paid to shareholders and tax due thereon remitted direct to the Inland Revenue, continued to be reflected in part in the accounts received between January 1 and March 31, 1967. The transitional arrangements for bringing into force the new system included, however, a provision whereby dividends paid prior to April 6, 1966, were not subject to income tax and as in the case of companies reporting during the last three quarters of 1966, accounts received during the first quarter of 1967 showed dividend payments partly gross of income tax and partly net, depending on whether the payment had been made before April 6, 1966, as an interim payment or subsequently. In order to maintain comparability between years, and between the broad industry groups, dividends are stated net of tax in Table 2, the tax payable thereon being added to taxation. Thus of the £123 million dividends (net), £104 million was paid after April 6, 1966, and the income tax (£73 million) payable has been included with taxation. £19 million of dividends were paid before April 6, 1966, and since no income tax was payable on them, retained profits were in consequence inflated by about £13 million. The £123 million net distributed in dividends compared with £138 million for the same companies a year earlier, a drop of almost 11 per cent. Had all dividends been paid gross they would have represented 30.6 per cent of gross income in 1966, compared with 32.0 per cent for the same companies in 1965.

At £221 million depreciation provisions were £15 million higher in 1966 than in 1965, a rise of 7.3 per cent, and constituted a greater proportion of gross income in 1966 (32.4 per cent as against 28.0 per cent in 1965). Interest on long-term loans also increased, from £38 million in 1965 (5.2 per cent of gross income) to £43 million in 1966 (6.3 per cent of gross income). Tax appropriations represented a higher proportion of gross income in 1966 (22.7 per cent compared with 20.2 per cent in 1965) if income tax on dividends paid gross in 1966 is excluded. Even after making allowance for the inflation of the comparable 1965 figures by income tax retained on dividends paid before April 6, 1966, the figures for retained profits for 1966 in respect of those companies reporting in the first quarter of 1967 were considerably lower both in real terms and proportionately than for 1965.

Company expenditure

Expenditure by companies reporting between January 1 and March 31, 1967, rose by £32 million (6 per cent) compared with the previous year; this is a reversal of the downward trend which was reflected in the accounts of those companies whose accounts for 1966 were received up to the end of December 1966. The increase in expenditure was mainly concentrated in two sectors – trade investments and the acquisition of subsidiaries.

£101 million was spent on acquiring subsidiaries, £35 million more than in the previous year. About two-fifths of this expenditure was accounted for by two large acquisitions – of Pressed Steel Company by British Motor Corporation (for £33 million) and of Engineering Components by Turner & Newall (for £10 million). That part of the expenditure on acquiring subsidiaries covered by the issue of shares and long-term loans was proportionately slightly higher in 1966 (77 per cent) than in 1965 (71 per cent).

Expenditure on trade investments rose sharply by 73 per cent (from £11 million in 1965 to £19 million in 1966). However, there was no reversal of the downward trend in the rate of stockbuilding and at £73 million this was 37 per cent less than in the previous year.

(*Continued on next page*)

Table 2. Quoted companies – sources of company funds

Accounts received between January 1 and March 31, 1967 — £ thousand

	Manufacturing industries		Manufacturing and Distribution, etc.	
	1965	1966	1965	1966
Number of companies	259	250	349	331
Sources of funds:				
Proceeds from issue of loan and share capital: of which:				
For cash	26,062	53,010	43,775	70,338
Of which:				
Ordinary shares	13,551	4,486	15,742	6,490
Preference, etc., shares	—383	—46	426	2,205
Long-term loans	12,894	48,570	28,459	61,643
In exchange for subsidiaries	39,129	71,818	47,098	77,904
Of which:				
Ordinary shares	27,055	64,926	30,690	69,953
Preference, etc., shares	1,459	—	1,464	—
Long-term loans	10,615	6,892	14,944	7,951
Total receipts from issues	65,191	124,828	90,873	148,242
Increase in short-term credit:				
Increase in amount owing to banks	58,334	72,119	60,023	77,985
Increase in trade and other creditors, etc.	63,340	50,799	72,399	62,063
Total increase in short-term credit	121,674	122,918	132,422	140,048
Internal sources: income from trading and other activities:				
Gross trading profit	596,011	546,018	699,796	648,275
Income from trade investments	23,576	23,890	24,172	24,563
Income from other investments	6,056	5,769	7,739	7,408
Prior year adjustments other than tax	2,010	1,557	2,229	1,718
Other capital receipts	9,574	7,595	9,813	7,895
Other income	997	770	1,120	792
Total income from trading and other activities	638,224	585,599	744,869	690,651
Total sources of funds	825,089	833,345	968,164	978,941
Appropriation of trading and other income:				
Depreciation provisions	186,266	199,430	205,793	221,046
Amounts written off	1,319	900	1,821	970
Taxation	122,103	184,105	148,326	227,611
Of which:				
Current UK taxation	126,740	170,162	159,307	213,140
Increase in future tax reserves	—16,679	—4,549	—19,556	—3,349
Overseas taxation	21,881	20,087	22,672	20,726
Less: Prior year tax adjustments	9,839	1,595	14,097	2,906
Interest on long-term loans	34,976	38,906	37,592	42,801
Dividends (net):				
Ordinary	108,685	94,640	130,859	115,700
Preference, etc.	6,137	6,033	7,051	6,945
Retained profits and other capital receipts	178,738	61,585(a)	213,427	75,578(a)
Total appropriations of trading and other income	638,224	585,599	744,869	690,651

(a) Including expected investment grants of 41 35.

Table 3. Quoted companies – uses of company funds

Accounts received between January 1 and March 31, 1967. — £ thousand

	Manufacturing Industries		Manufacturing and Distributions, etc.	
	1965	1966	1965	1966
Number of companies	259	250	349	331
Uses of funds:				
Payments out of income:				
Taxation payments	147,470	149,407	184,288	182,333
Dividend distributions	117,809	116,610	141,432	140,227
Interest on long-term loans	34,951	39,482	37,567	43,371
Total payments out of income	300,230	305,499	363,287	365,931
Expenditure on fixed assets, etc.:				
Tangible fixed assets	293,868	271,211(a)	338,368	316,327(b)
Adjustments due to consolidation	3,115	—6,387	1,626	—10,352
Intangible assets	—2,035	252	—912	698
Trade investments	7,892	19,513	11,275	19,172
Acquisition of subsidiaries	53,483	89,469	66,233	100,796
Of which:				
By issue of shares and loans	39,129	71,818	47,098	77,904
By cash	14,354	17,651	19,135	22,892
Other expenditure on capital account	5,918	7,349	7,519	9,533
Total expenditure on fixed assets, etc.	362,241	381,407	424,109	436,174
Increase in current assets, etc.:				
Increase in stocks	99,767	61,272	115,477	73,221
Increase in trade and other debtors, etc.	93,449	107,313	103,108	117,685
Increase in liquid resources	30,598	—22,146	—37,817	—14,070
Of which:				
Tax reserve certificates	—10,714	—2,122	—13,131	—2,951
Other investments	—7,129	—2,490	—9,256	—3,933
Cash, etc.	—12,755	—17,534	—15,430	—7,186
Total increase in current assets	162,618	146,439	180,768	176,836
Total uses of funds	825,089	833,345	968,164	978,941

(a) After deducting expected investment grants of 20,290.
(b) After deducting expected investment grants of 20,779.

Net trade and other credit granted increased from £31 million in 1965 to £56 million in 1966, a rise of 80 per cent. Liquid resources (cash and other short-term assets) fell by £14 million in 1966, but this was considerably less than the fall of £38 million in the preceding year. The apparent fall in expenditure on tangible fixed assets (by 7 per cent from £338 million in 1965 to £316 million in 1966) was almost entirely due to the way in which investment grants were incorporated in some 1966 accounts. Excluding the effect of investment grants, expenditure was virtually unchanged in the two years.

The financing of expenditure

Although overall expenditure in 1966 was above the 1965 figure, internally generated funds by way of retained profits and depreciation provisions fell sharply by £121 million and although bank overdrafts and loans rose from £60 million in 1965 to £78 million in 1966 additional outside finance was still required. In addition to shares and long-term loans issued as consideration for the acquisition of subsidiaries, an additional £70 million was raised by companies by way of shares and loans, this representing a marked increase of almost 61 per cent over the preceding year. Of this total, issues of ordinary shares were substantially lower than in 1965, £6 million as against £16 million. On the other hand, issues of long-term loans more than doubled from £28 million in 1965 to £62 million in 1966, a reversion to the trend shown by the analysis of accounts for 1965 which had however not appeared in the last quarter's analysis (*Board of Trade Journal* of February 10, 1967, page 374).

Contracts for capital expenditure not provided for in the accounts rose by 5 per cent from £178 million in 1965 to £187 million for the same companies in 1966. An increase of £10.9 million (37 per cent) was recorded by the metal manufacturing industry.

Notes: Tables 1-3 present an analysis of accounts for the 'year' 1966 (with comparable figures for 1965) based on accounts received by the Board of Trade between January 1 and March 31, 1967.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1965 figures include companies which were independent in that year but which were acquired in 1966 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's 'Statistics on Income, Prices, Employment and Production'.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

New companies registered

BELOW ARE details of new companies registered in Great Britain during March 1967, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	2,365	2,365
£1,000 and under £10,000	—	673	673
£10,000 and under £50,000	1	90	91
£50,000 and under £100,000	—	13	13
£100,000 and under £1,000,000	—	13	13
£1,000,000 and above	—	—	—
Total number	1	3,154	3,155
Total amount of Nominal Capital	'000's £20	'000's £6,107	'000's £6,127

Companies registered in Great Britain in 1966 and 1967

	1966		1967	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,252	4,987	2,085	3,279
February	2,430	6,800	2,293	4,696
March	3,480	9,437	3,155	6,127
April	2,375	8,044		
May	2,304	3,960		
June	2,211	5,168		
July	2,019	5,314		
August	2,246	8,531		
September	2,096	6,613		
October	2,075	3,911		
November	2,256	4,374		
December	2,015	4,264		
Total	27,759	71,403		

The Bankruptcy Acts, 1914 and 1926

THE number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the quarter ended March 31, 1967, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration	
High Court	**226**
County Courts	**973**
Total	**1199**
Deeds of Arrangement	
Total number registered	**51**

The above information was published in greater detail, with an analysis of the bankruptcies in the respective courts, in the *London Gazette*, dated April 25, 1967.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:

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Contractors' Plant for October-December 1966
Mechanical Handling Plant for July-September 1966

Exhibitions and Fairs

Expo '67 opened at Montreal

To THE background booming of cannons, the hooting of ships' sirens and the roar of aeroplanes overhead, Expo '67, the focal point of Canada's centennial celebrations, was officially opened on April 27.

Headed by the Prime Minister of Canada, Mr. Lester Pearson, about 7,000 guests, including cabinet ministers and representatives of every nation taking part in the world's fair, met in the Place des Nations for the inauguration ceremonies. Mr. Roland Michener, Governor-General, opening the fair, said he could think of nothing which would have the same effect as this great exhibition in fixing the attention of the whole world on Canada's celebrations and bringing to its shores people from so many lands and the leaders and heads of state of so many countries. Canada could justifiably claim that Expo '67 had never been surpassed – if ever equalled – in terms of international participation and co-operation, and in terms of architectural invention and adventure.

Mr. Pearson then spoke of the occasion as the 'fulfilment of one of the most daring acts of faith in Canadian enterprise and ability ever undertaken'. Expo was more than a great Canadian achievement: it was also a monument to man.

A torch symbolising 'The Spirit of Expo' was lit before the fair was officially declared open; it had been brought to Expo from Ottawa by a team of marathon runners representing the ten Canadian provinces.

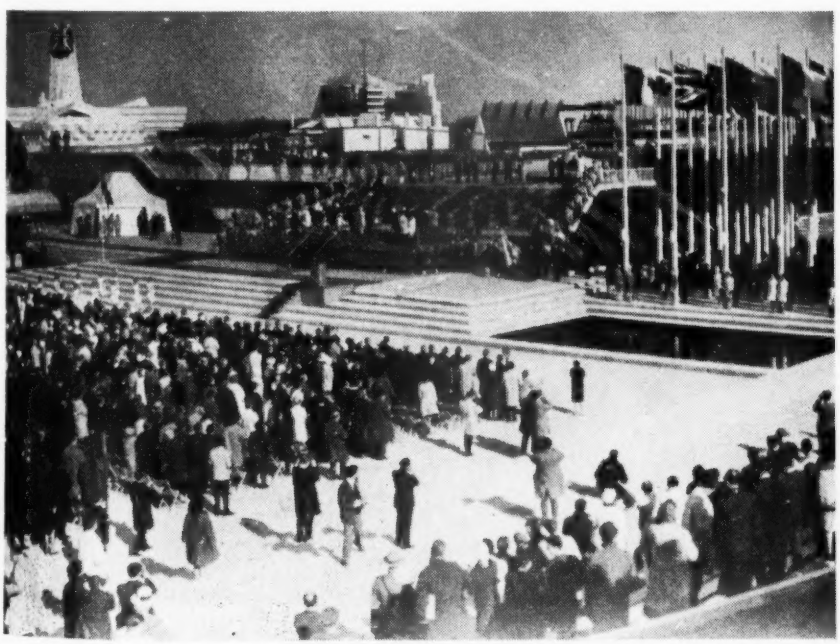
The fair was opened to the public on April 28, and during the six months of its run 35 million people are expected to attend. The admission price is 17s. 6d. At least 50 rulers or Heads of State are likely to pay a visit to Expo, including the Queen, Mr. Wilson, President Johnson and President de Gaulle.

MESSAGE FROM THE PRIME MINISTER TO THE PRIME MINISTER OF CANADA

To you and all our other 20 million Canadian friends I offer the British people's warmest greetings and congratulations on the opening of Expo '67.

I have been hearing much about this great world exhibition with its noble theme of 'Man and his World'. I am looking forward with the keenest pleasure to my visit to the Exhibition on British National Day, June 1. I know that millions of people from all over the world – including very many from this country – will find delight and inspiration at Expo '67 during your grand year of celebration. This is a splendid way to celebrate Canada's centenary, and I send you all good wishes for an outstanding success.

Copies of 'Canada's Centennial Year,' published as a supplement to the *Board of Trade Journal* of April 21, may be obtained free from the Library, Board of Trade, 1 Victoria Street, London, S.W.1.



The official opening ceremony of Expo '67, Montreal. In the background is the British Pavilion (left), and in the centre the French Pavilion. The flags of the 62 nations participating in Expo are on the right.

The Minister of Transport, Mrs. Barbara Castle, opened the exhibition 'Ports and Terminals '67' which was held at Brighton from April 24-28. This was the first British exhibition devoted exclusively to the freight movement and freight handling industries. Mrs. Castle is seen here talking to Sir Andrew Crichton, chairman, and Mr. Butterwick of Overseas Containers Ltd.

Ports and Terminals exhibition

OVER 10,000 trade visitors attended the Ports and Terminals '67 exhibition and conference at Brighton last week. It was the first British exhibition devoted entirely to the freight movement and freight handling industries.

It was opened by Mrs. Barbara Castle, Minister of Transport, and attracted visitors from over 25 countries, including most of Europe, Poland, China, Japan, Israel, Cuba and South Vietnam. The largest number of overseas visitors came from Holland.

Firms taking part in the exhibition reported good business and almost £170,000 worth of orders were taken, while many companies reported good prospects of large, long-term orders.

The sponsors of the exhibition plan another one in two years time.

The conference held in conjunction with the exhibition, was attended by 650 delegates and was booked up a month beforehand.

Darlington Royal Charter celebrations 1967

THE Council of Darlington have organized an Industrial Exhibition as part of the Centenary Celebrations being held throughout 1967 to commemorate the granting of a Royal Charter to the County Borough of Darlington.

The exhibition is being opened at 8 p.m. on May 9 by the President of the Board of Trade, Mr. Douglas Jay, and will be open to trade visitors and to the general public.

'Relieved optimism' at Berlin Durchreise

A report from the British Consulate-General, Berlin

THIS 68TH INTERNATIONAL FASHION SHOW presenting autumn/winter 1967/68 collections was held in Berlin from April 10-21. The main organizers of the event were as usual the Berlin Ladies' Outerwear Guild (DOB) in collaboration with the Berlin Chamber of Commerce.

Whilst most shows were organized at the premises of Berlin fashion houses, the majority of non-resident exhibitors showed their collections in a number of hotels and in the Europa Centre. A total of 760 fashion houses presented their collections, compared with 715 last October; of these 365 (360) were Berlin houses, 210 (216) West German houses and 145 (130) foreign houses.

Of the foreign participants France headed the list with a total of 65 exhibitors followed by the United Kingdom with some 30 firms and America with 20 firms. The latter showed in a combined effort sponsored by the American Exporters of Fashions Inc., whilst nine of the British firms participated in a Joint Venture in the 550 square metres gallery of the Europa Centre sponsored by the Board of Trade and the Clothing Export Council.

After a somewhat dull start during the first two days of the show, the strong fears of poor business resulting from the general economic recession were not substantiated and, happily, were replaced by an atmosphere of relieved optimism.

The interest shown by numerous buyers who had come to Berlin was very lively and there were not only many new buyers but also many exhibitors showing for the first time in Berlin.

The Europa Centre, situated in the heart of the city, has developed into a new and prominent centre for this fashion show, and the operators are said to have already received many advance bookings for the fashion fortnight which is to take place in October this year.

The American participation, although receiving fair publicity in respect of their 'danced fashion shows', was a little out of place since their collections ranged from about DM 200 to DM 600 and were, therefore, not really geared to the demand of the Durchreise buyers, who were, on the whole, looking for products which would sell retail at no more than DM 100. However, it was reported that the Americans did about DM 40,000 worth of business with some of the semi *haute couture* shops in Berlin.

British participants were, generally speaking, quite satisfied with the results obtained during this fortnight, the nine firms participating in the Joint Venture being reported to have booked some DM 500,000 worth of orders of which about 40 per cent was placed by new customers.

In general, and after the first two days of despondency, business seemed to pick up swiftly and it soon became apparent that the willingness to place orders was greater than at last autumn's show. Nevertheless, although in terms of actual pieces sold this spring's business was about equal to last year's autumn's, the retail trade were more price-wise and turnovers were lower. As far as British sales were concerned, German buyers were pleasantly surprised to see so many attractive products offered at such remarkably competitive prices, but orders were apparently placed with some hesitation.

Foreign buyers from the United States Canada, Holland, Switzerland and a few from Scandinavia, were reported to have placed larger orders than hitherto.

As far as fashion trends were concerned, it was noted that the 68th International Berlin Durchreise presented a greater variety for the over-thirties and that the 'shock' fashion trend was less pronounced. This was also apparent by a 'protest march' improvised by some 25 near-outsize fashion models who paraded in the city during the lunch hour of April 17 carrying banners with such slogans as 'fashion is there for all of us'.

Sports cars featured at British car show, Montreal

THE 10TH ANNUAL British Automobile Show in Montreal was opened on April 6 by Sir Patrick Hennessy, president of the Society of Motor Manufacturers and Traders. The four-day show was visited by about 70,000 people. Forty-five models were displayed in the Convention Rooms of the Queen Elizabeth Hotel in the heart of Montreal, covering the whole range of cars available to car buyers and making a special feature of sports cars.

The show was arranged for the first time by the British Automobile Manufacturers' Association in Canada and was the second in a series of three shows being mounted in Canada this year by the Association in co-operation with the Board of Trade. The first was in Vancouver in February and Toronto's British Week in October will feature the third. The Montreal show was supported by the following British manufacturers: BMC; Ford; General Motors (Vauxhall); Jaguar; Leyland-Triumph; Rolls-Royce; Rootes and Rover.

Present at the opening ceremony was Mr. E. J. Mackie, chairman of the British Automobile Manufacturers' Association in Canada, and Mr. Brian E. James, deputy chairman. In his opening speech, Sir Patrick Hennessy underlined the efforts being made by British car manufacturers to capture a larger share of the Canadian and United States markets; in particular British manufacturers were going all out in Canada. He noted that in 1966 Britain sold more cars in Canada than any other foreign supplier, surpassing Germany, France, Italy, Sweden and Japan. He expected that stronger dealer representation backed by their British suppliers would result in even better sales in Canada through 1967.

There was good coverage of the show through the media of the press, radio and television. Exhibitors and their dealers re-

About DM 500,000 of orders, 40 per cent from new customers, were taken by nine British firms participating in a Joint Venture organized by the Board of Trade and the British Clothing Export Council during the 'Berlin Durchreise' fashion fortnight. Left: Entrance to the British Joint Venture display at the Europa Centre, situated in the heart of Berlin. Right: A buyer from Cologne examines new autumn and winter fashions on one of the British stands. German buyers were pleasantly surprised by the attractiveness and competitive prices of these clothes.

ported that they were well satisfied with both the volume of inquiries received on the stands and with floor sales. In Canada's Centennial Year – and with Montreal the venue of the World Exhibition, Expo '67 – the value of the show is likely to be even greater than in previous years and increasing sales of British cars, in particular sports models, can be expected.

British scientific instruments at Budapest

A report from the British Embassy, Budapest

AN EXHIBITION of British scientific instruments was held from April 1 to 8 in the House of Techniques in Budapest. Backed by the Board of Trade, the event was organized by the Scientific Instrument Manufacturers' Association of Great Britain in collaboration with the Hungarian Federation of Technical and Scientific Societies (MTESz). The exhibition was officially opened by the British Ambassador, Sir Alexander Morley, who in his opening speech drew attention to Hungary's own instruments manufacturing industry and suggested that this might give scope for joint manufacturing and joint marketing projects.

Twenty-three companies took part, of whom nine arranged a programme of lectures. Attendance at the exhibition was high, despite the fact that two of the days were public holidays. It was estimated that several thousand Hungarian scientists, technicians and other industrial experts visited the display. The lectures were also well attended and their standard drew favourable comment, as, from the British side, did that of the audiences and their questions.

The display stands, uniform in their blue and grey SIMA colours, gave a clean and eye-pleasing impression. Their arrangement allowed free circulation to the visitors even when the hall was at its most crowded. The instruments on display attracted keen attention and were much commended by visiting experts, who were impressed by their advanced design and high standard of finish. All the exhibitors received numerous serious inquiries and several took direct orders.

A reception was given by SIMA in honour of their Hungarian hosts on the opening evening. The Hungarian Federation of Technical and Scientific Societies reciprocated by holding a reception later in the week. Both occasions were notable for their cordiality.

The consensus of opinion among the exhibitors was that the venture had proved well worth while. Not only had it provided an opportunity to show some of the latest developments in British instrumentation, but it had also enabled the exhibitors to make personal contact with many Hungarian experts.

Success of Scottish Sample Show 'exceeds expectations'

SAMPLE orders valued at over £10,000 were placed by buyers – mostly from overseas – at the Scottish Sample Display which closed last week after three months' intensive selling which in the end could show a return of many thousands of pounds for the firms taking part. This was announced in Glasgow by Mr. George Young, London Secretary of the Scottish Council (Development and Industry), who organized the exhibition at the Council's London Display Centre.

'The result of the display – Scotland's first show of this kind in London – has exceeded all expectations' he declared.

As a result of the successful exhibition angther is being planned for the spring of next year, but before that Scottish craftsmen will have an opportunity of displaying their products at a major exhibition of hand-crafts which the council is staging in London this autumn. Commenting on the exhibition just closed, Mr. Young said that in addition to the sample orders placed, many inquiries had been received by practically all the 63 exhibitors, a number of whom had appointed agents to place continuing business with the firms concerned.

'The aim was to bring to London samples of a wide range of Scottish consumer goods, many of which buyers in the south representing large stores in the south and overseas concerns had not previously seen, and it had paid off handsomely,' said Mr. Young.

The firms taking part came from all over Scotland, from the Hebrides to the Borders, and the products included foodstuffs, knitwear, piece-goods, clothing, giftware and horticulture items.

As many of these goods were now being sampled by chain stores in many parts of the world for the first time, the potential volume of business likely to result from the display could provide a real production uplift to the firms concerned and ultimately run into many thousands of pounds worth of business.

Specially timed to coincide with the crucial months when the bulk of overseas buyers are in London, the show attracted over 700 buyers from 30 different countries. There were many buyers from North America and most major markets were represented – Australia, New Zealand, the Continent, Eastern Europe, the Middle East, many African countries, India and the Far East.

Inquiries received from the buyers covered a wide variety of goods. For example, America showed considerable interest in Scotch water, linen goods, rugs and pottery; Japanese buyers were interested in deerskin items, art works, leather goods, cushions and handbags; and Sierra Leone displayed a distinct liking for curtains, foodstuffs, nightwear and toiletries.

Encouraged by the response to this show, the Scottish council is planning a variation on the theme for this autumn – a major handcrafts exhibition. The aim on this occasion will be to bring to London a wide range of quality craft products not normally available, and the council will be concentrating on bringing in buyers from London and the South-east England markets. For many craftsmen taking part this will be their first opportunity to test these important markets and may encourage them to develop into the export market. The exhibition is planned for October 16 to November 10.

Mr. Young said that an eight man team from Shetland is to participate later this year in the annual exhibition at Nieman Markus in Dallas, Texas. The Shetland display will include knitwear, boat building, sheepskins and wrought iron work and representatives of the crafts concerned would be giving practical demonstrations.

Several thousand Hungarian scientists and industrialists visited the exhibition of British scientific instruments held in Budapest from April 1 to 8. The advanced design and high quality of the instruments on display drew many favourable comments from the visiting experts. Twenty-three companies participated in the exhibition, which was organized by SIMA and backed by the Board of Trade.

Mr. Seiji Tsutsumi (left), president of the Seibu department store, Tokyo, is greeted on arrival at London Airport by Mr. Carl Stappard of the Board of Trade. During his visit Mr. Tsutsumi completed arrangements for his store's British goods promotion to be held in October.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of January 20 issue.

British ready-to-wear fashions score in Paris

READY-TO-WEAR MANUFACTURERS from France, Germany, Italy, Holland, Belgium, the United States, Sweden, Spain, Luxembourg, Monaco, Switzerland and Great Britain met at the Salon International du Prêt-à-Porter Féminin, held in the Porte de Versailles exhibition centre in Paris from April 15 to 20. There were, in all, nearly 400 exhibitors, including 22 from Britain who constituted the largest foreign participation.

This exhibition attracts buyers from an even wider range of markets than those represented by the exhibitors. It presented, in six days of hard but rewarding work, an interesting collection of women's outer clothing from the world market.

The British exhibitors participated in the Joint Venture organized by the Board of Trade and the Clothing Export Council, which has now taken over this responsibility from the British Fashion Export Group. Despite the difficulties which the European textile industry in general, and the French market in particular, are undergoing at the present time they were in the main well satisfied with the orders taken and contacts made at the exhibition. Those firms which had invited new as well as old customers to visit their stands were particularly well rewarded with orders.

The British participation at the salon was supported by an information stand manned by the Clothing Export Council. It was well situated near the main entrance and answered countless inquiries from buyers. It also kept journalists well supplied with material for the French trade press. The stand was attractively designed by the Central Office of Information.

British exhibitors' stands, too, were tastefully decorated and, with their samples of the delightful clothes which women will wear in the autumn, were a great attraction. The eyes of the buying public are more and more turned to Britain, which has an excellent reputation on the Continent for the quality and taste of her ready-to-wear clothing, as well as a growing reputation for being *dans le vent* with modern and exciting styles. It was, in fact, difficult to get inside one British stand even half an hour before the beginning of their regular fashion parades.

Mr. F. C. Everson (left), Economic Minister at the British Embassy, Paris, visiting Alexon's stand at the Women's Ready-to-Wear Clothing Exhibition which was held in Paris from April 15-20.

The British exhibitors were visited on April 17 by Mr. F. C. Everson, Minister (Economic) at the British Embassy in Paris. He was impressed by the quality of the goods on show, and also by the fact that British clothes manufacturers are making real inroads into the French and Continental markets.

'British have it in the bag' says Brussels

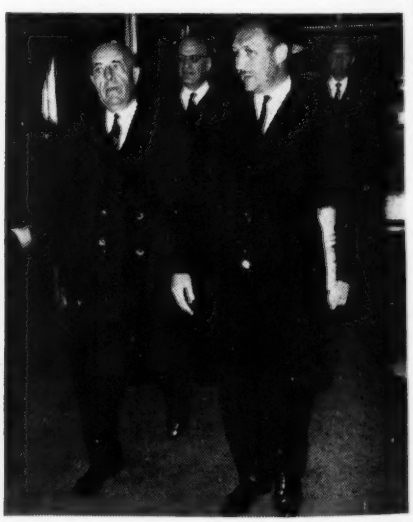
TWO OF BELGIUM'S leading newspapers, 'l'Echo de la Bourse' and 'Le Soir,' this week published special articles praising the design and presentation of the British display entitled 'Britain Sells to Brussels' in Hall 2 of the vast Brussels International Fair which took place from April 15 to 26. 'L'Echo de la Bourse' said that the British display was easily the most outstanding both in the quality of the samples shown and the impressive dignity of the array of stands. 'Le Soir' selected the British, French and Swedish displays as outstanding and commented 'The British have it in the bag.'

The British section was put up by the Belgian contractors Etablissements Janssens Frères under the direction of Frank Shrimpton of COI's Exhibitions Division and well over a 100 British firms had stands in this major forerunner of the forthcoming Brussels British Week (September 29 to October 7). Apart from Belgium, buyers came in from West Germany, France, Holland, Luxembourg, Austria, Spain, Israel, Syria, the Lebanon, Poland and even Zambia.

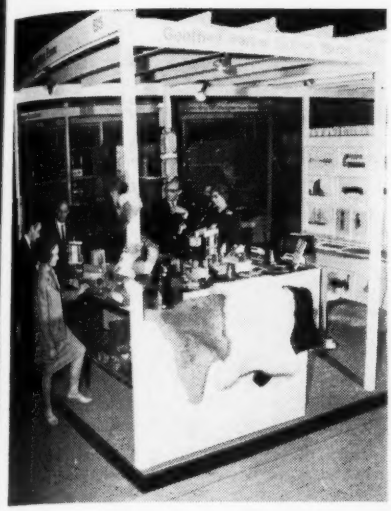
Firms who did well for orders include Lewden Metal Products (door fittings), Laughton & Sons Stratton compact, Harmonics of Bromley (mini-organs), Lune Metal Co. (saucepans, bins), Campbell Brushes, who are planning to sell through a supermarket chain, Cintride (their all-purpose file was in demand), a large department store wants Herbzi hand-out plastic door knobs, Geoffrey Parker (Saffron-Walden) vintage vehicle pictures collected many orders – and the Mirror sailing dinghy man sold 10 boats.

The whisky stands all did well, especially James Catto who are now negotiating a brand-new outlet in Luxembourg. The food also went down well. Patterson's shortbread, Tetley tea, and the Milk Marketing Board's cheese ran out of stock on Sunday afternoon. Sorbi Export Supervisors who handle five British foods found outlets for all their products. First-time exhibitors Streets' and Alfred Crompton's amusement machines were busy all the time.

The success of this display is yet another pointer to the selling prospects inherent in the British Week.



As a result of increased trading and tourist traffic between London and Lyons brought about by the British Week, a direct service between the two cities is now in operation by Air France. Flights are on Mondays, Tuesdays, Thursdays, Fridays and Sundays, leaving London at 10.15 hours and arriving at Lyons at 12.25 hours. Return flights leave Lyons at 19.00 hours and arrive at London Airport at 21.00 hours. British businessmen can therefore spend a full half day in Lyons and return to London the same evening. The Board of Trade and the Consulate-General in Lyons will be glad to help in planning a worthwhile business visit in advance. The pictures show (left) a group of guests, including representatives of the British press, the Committee of Directors Research Association, the National Farmers Union and the firms Black and Decker, Rolls Royce, Terrapin Group and Reynier and Co., preparing to leave London Airport on the inaugural flight to Lyons. (Right) the Mayor of Lyons, M. Louis Pradel (left) on his arrival at London Airport on the inaugural flight from Lyons; with him is Comte Jean de Gennes, general manager of Air France in the United Kingdom.



Belgian buyers interested in the coloured pictures of vintage vessels and vehicles shown by Geoffrey Parker of Saffron Walden at the 'British Sells to Brussels' display.

Joint Venture at Macropak

THE EIGHTH BIENNIAL International Packaging and Mechanical Handling Exhibition was held in Utrecht from April 19-26. There were 12,000 participants, of whom 30 per cent were German, 20 per cent Dutch, 17 per cent British, 10 per cent French, 8 per cent from the United States and 3 per cent from Belgium, Switzerland and Italy; the remainder were from Sweden, Denmark and East Germany. The exhibition covered an area of 30,000 square metres, of which 19,500 square metres were devoted to packaging. This was an increase of 8 per cent over the previous fair held in 1964.

Despite the increase in the number of packaging fairs throughout Europe, Macropak has grown steadily since it was first held in 1951.

Most of the British firms taking part were represented by their agents, but 23 firms participated in three Joint Venture stands organized by the London Chamber of Commerce and the Board of Trade. These stands were devoted to packaging and packaging materials, packaging machinery and mechanical handling. Most of the participants already have agents in the Netherlands or have been selling here for some time. However, several were using the fair as a means of testing the market and to contact suitable prospective agents.

Members of the commercial section of the British Embassy visited Macropak and spoke with representatives of each of the firms taking part in the Joint Venture. Although there was a general feeling that the fair was a little quieter than had been expected, most participants felt that their attendance had been worth while and they were all impressed by the seriousness of the inquiries received.

In addition to the visitors from the Netherlands, a considerable number of businessmen from third countries visited the fair, mainly from Germany, but including Scandinavians, French, Belgians and various others. Although it is difficult to assess the value of participating in any exhibition, one or two of the firms in the Joint Venture stands were reasonably confident of having sold some of their exhibits and others had received inquiries which they were confident would produce sales.

The packaging and mechanical handling industry is growing ever more complex despite some attempts to simplify methods of transport and the increasing use of pallets and containers. The competition is increasing not only from the EEC countries who have a tariff advantage, but also from Japan. Nevertheless, there are still opportunities in the Dutch market for British firms who can provide the right equipment at a competitive price.

Miss Anne Cridland, chief chemist of Caxton Chocolate Co. Ltd., receives the gold medal awarded to the company at the recent world selection of chocolate products held in Brussels, from Monsieur Gaston Clement, president of the jury. The gold medal was awarded for their Velvet Milk chocolate couverture and follows the award of a silver medal in 1964 for their Montezuma dessert chocolate couverture at the 3rd World Selection of Chocolate Products. Velvet Milk, an extremely smooth chocolate with a rich flavour, was the only gold medal winner in the couverture category. It is a standard line which is available at home and abroad for coating the highest quality chocolates, sugar confectionery, biscuits and cakes, and for flavouring centres.

Toronto press supports British advertising

Two leading Toronto papers are offering remarkable advertising concessions to British companies participating in Toronto Week. The 'Globe and Mail' (morning) and the 'Telegram' (evening) have each devised two flexible schemes which allow British exporters to buy space at reduced rates.

All four schemes qualify for assistance under the Board of Trade's Co-operative Advertising Scheme, so that advertisers can benefit by a total reduction of up to 75 per cent of true cost, taking into account the local newspaper concessions.

Orders from Hong Kong 'follow-up' trade mission

IMMEDIATE ORDERS for goods totalling more than £600,000 have been placed by members of a trade mission from Hong Kong who toured Britain in April. The mission, organized by BNEC Asia, was a 'follow-up' of the British Week staged in Hong Kong in March 1966.

A similar mission from the Colony prior to the British Week placed orders worth more than £300,000.

The 45th Milan International Fair

A report from the Commercial Department, British Consulate-General, Milan

THE MILAN FAIR, held from April 14-25, remains Italy's largest general trade fair by a very long way. But it is clear that the more specialized industrial fairs in Italy are becoming increasingly appealing as trade venues to the sectors they cater for. Nevertheless, the Milan fair remains a useful and comprehensive guide to Italy's booming industry; and many firms value the Milan fair simply for the chances of making contacts that it offers.

Attendance figures have changed very little over the last four years. At just under 4 million, the number of visitors was marginally up on 1966; on the other hand, the numbers of exhibitors and of officially participating foreign countries both fell slightly. There were 13,700 exhibitors, 3,500 of which were foreign, and 48 information stands maintained by foreign governments. Of the 4 million visitors, some 112,000 are estimated to have come from overseas, 75 per cent of them from Europe.

Once again the British Consulate-General at Milan maintained a commercial information office inside the International Trade Centre building, in the middle of the fair. Perhaps because the centre is out of bounds to the general public, the number of inquiries received this year was rather small. The Central Office of Information designed a photographic display featuring industrial craftsmanship in Britain. It was a useful advertisement for the exhibition of British jewellery which the Board of Trade and the Jewellery Trade Centre of London arranged as a joint venture. Sixteen prominent United Kingdom jewellers and three giftware manufacturers put on an attractive display in two of the fair pavilions. In addition the Jewellery Trade Centre had its own information stand.

Elsewhere in the fair, some 250 British firms exhibited their products, in nearly every case through Italian agents. Food and drink, as always, were powerfully represented; as well as machine tools, electronic equipment, building and construction machinery and equipment for the chemical sector all featured strongly.

Opinions on the fair's value differed widely. Some sectors, such as toys, agricultural machinery, marine engines and pleasure craft, seemed to feel that they were better catered for at the specialized fairs. On the other hand, the construction and machine tools sectors reported good business.

The Common Market tariff is, of course, creating problems for British exporters to Italy. But if a product is specialized and the quality and delivery period attractive, prices alone are not an all-important factor with Italian buyers. Last year British exports to Italy climbed by some 20 per cent, and they could climb still more. The general impression left by the fair is one of an economy which has recovered remarkably from the depression of the early '60's. British businessmen would be well advised to visit the fair, if only to obtain a general picture of the development of the Italian economy. Although the timing conflicts with that of the large German fairs, the effort is well worthwhile, and those exporters who make a practice of looking after their Italian agents carefully and visiting them at regular intervals find almost without exception that it pays to do so.

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on March 3, 1967)

The next full supplement will be published on July 7.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE—SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I: Miss J. H. Quested, Ext. 3069.

WESTERN EUROPE—1967

DELETE:

Malmo: INTERNATIONAL TRADE FAIR (SKÄNEMÄSSAN) – August 11-20, 1967.

Copenhagen: BRITISH FASHION EXHIBITION – Autumn 1967.

AMENDMENTS:

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 7-9, 1967.
This entry should be amended to read:
Joint ventures with: (1) Federation of British Horticultural Exporters, (2) British Electrical and Allied Manufacturers' Association, (3) British Art Metal Manufacturers' Export Group.
(Mr. J. A. Swinton, Ext. 2777).

Frankfurt: INTERNATIONAL MOTOR SHOW – September 14-24, 1967.
This entry should be amended to read:
A joint venture with the Society of Motor Manufacturers and Traders (40 firms).
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12, 1967.
This entry should be amended to read:
A joint venture with the British Plastics Federation (28 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29, 1967.
This entry should be amended to read:
A joint venture with the Leicester and County Chamber of Commerce and probable joint venture with the Clothing Export Council. Firms interested in participation should contact either the Chamber or the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

ADDITIONS:

Dornbirn: BERTOLINI – STORE PROMOTION – End May/early June 1967.
Bertolini, the largest and most modern fashion house in Vorarlberg, Austria, will feature young British fashions during this promotion – including window displays and fashion shows.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Paris: EUROPEAN DIALYSIS AND TRANSPLANT CONGRESS AND EXHIBITION – June 22-24, 1967.
A joint venture with the British Hospitals Export Council (5 firms).
(Mr. R. J. Ager, Ext. 2783).

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 2-5, 1967.
A probable joint venture with the British Artmetal Manufacturers' Export Group. Firms interested should contact the Export Group.
(Miss F. King, Ext. 2782).

Arezzo, Italy: BRITISH SHOPPING DAYS AT AREZZO – October 5-7, 1967.
About 60 to 70 shops, stocking a wide range of consumer goods, are expected to take part in this promotion. The Board of Trade will be supplying display material, and it is expected that some supporting events will be arranged locally. Although the promotion is planned for only three days, British goods and the display material will remain in the shops for rather longer.
(Mr. P. S. E. Hooper, Ext. 2755).

1968

AMENDMENTS:

Nuremberg: INTERNATIONAL TOY FAIR – February 11-16, 1968.
This entry should be amended to read:

Nuremberg: INTERNATIONAL TOY FAIR – February 10-16, 1968.
A probable joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18, 1968.
The dates for this event are February 15-18 and not the dates as previously shown.
(Mr. J. A. Swinton, Ext. 2777).

Munich: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 19-26, 1968.
The dates for this show are May 19-26 and not the dates as previously shown.
(Mr. R. M. D. Ure, Ext. 2436).

ADDITIONS:

Esbjerg: INTERNATIONAL FISHERIES TRADE FAIR – April 24-May 5, 1968.
Possible joint ventures with the appropriate trade associations. Firms interested should contact their association.
(Miss M. S. Jones, Ext. 2788).

Oslo: 2ND INTERNATIONAL SHIPPING EXHIBITION – May 20-29, 1968.
Possible joint venture with the British Marine Equipment Council. Firms interested in participation should contact ther Trade Associations.
(Mrs. I. M. Janzen, Ext. 2489).

EASTERN EUROPE—1967

AMENDMENTS:

Sofia: BRITISH ENGINEERING WEEK – June 10-13, 1967.
This entry should be amended to read:

Sofia: BRITISH ENGINEERING DAYS – June 12-15, 1967.
A joint venture with the London Chamber of Commerce and the British Mechanical Engineering Federation.
(Mr. J. M. Stuart, Ext. 2785).

(*Continued on page* 1154)

3rd

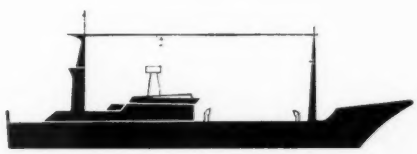
INTERNATIONAL FAIR OF COMMUNICATIONS

SEA, RIVER AND LAKE COMMUNICATIONS - AIR COMMUNICATIONS - ROAD COMMUNICATIONS - RAILWAY COMMUNICATIONS - TELECOMMUNICATIONS - POST SERVICES - PRESSE - COMPLEMENTARY SECTOR - POWER SOURCES FOR COMMUNICATION MEANS.

1st INTERNATIONAL CONTAINER EXHIBITION

12th - 22nd OCTOBER 1967

in GENOA



SEA, RIVER AND LAKE COMMUNICATIONS:

Ship - Ship automation - Harbours - Repair and maintenance - Plans - Experiments - Researches - Test - Tanks and respective riggins - Classification institutes - Modelling.

For information please apply to: International Fair of Genoa - piazzale J.F. Kennedy - Genoa - Telephone: 52.555 - 53.465 - 595.651 Cables: Interfiera Genoa.

Brno: INTERNATIONAL TRADE FAIR – September 10-19, 1967.
This entry should be amended to read:
An official information stand. Joint ventures with: (1) The Scientific Instrument Manufacturers' Association, and (2) The Federation of Manufacturers of Construction Equipment.
(Mr. J. Gallacher, Ext. 3558).

ADDITIONS:

Prague: INTERNATIONAL BUILDING MATERIALS EXHIBITION – June 28-July 13, 1967.
A probable joint venture with the London Chamber of Commerce and the Building Centre.
(Mr. J. Gallacher, Ext. 3558).

Debrecen: 14TH INTERNATIONAL SPECTROSCOPY COLLOQUIUM – August 7-12, 1967.
A joint venture with the Scientific Instrument Manufacturers' Association.
(Mr. J. Gallacher, Ext. 3558).

CANADA—1967

AMENDMENT:

Toronto: BRITISH WEEK – October 12-21, 1967.
This massive promotion jointly organized by the Board of Trade and the Committee for Exports to Canada (CECAN) is reaching the point when arrangements for the week must soon be finalised.

Plans are well advanced for the Centrepiece at the Queen Elizabeth Building in the Canadian National Exhibition grounds. This will be the largest area ever used to house such a display at a British Week and will include displays of motor cars, wool textiles, food, toys, books, a British pub, an 'Inventive Britain' exhibit and a COID display.

The CECAN Product Group Committees continue to encourage firms to take full advantage of the Week and ensure that sufficient stocks are maintained to meet anticipated demand. The special Government supported samples shows and hard selling missions arranged for menswear, womenswear, footwear and Irish Linen have met with overwhelming success. Still to take place are pottery, cosmetics, tobacco, books and food. The last named group has appointed its own Liaison Officer in Toronto to co-ordinate its attack on the Canadian market. Carpet and furniture firms will be taking part in trade shows. Only five months remain before the event and for orders to be delivered in good time, action must be taken now. Interested firms who have not yet done so, should contact Miss Ann Roush, CECAN, or the Board of Trade.
(Mr. A. H. Divers, Ext. 3373).

USA—1967

DELETE:

New York: 72ND GIFT SHOW – August 13-18, 1967.

San Francisco: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 22-25, 1967.

AMENDMENTS:

Los Angeles: PACIFIC FINE FOODS AND BEVERAGES FAIR.
The Board of Trade have been informed that the dates of this event will be July 16-19, 1967.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL JEWELLERY TRADE SHOW.
The dates for this event should be amended to read: August 6-10, 1967.
(Mr. A. F. Fenton, Ext. 2786).

New York: FANCY FOOD AND CONFECTIONERY SHOW – August 26-29, 1967.
This entry should be amended to read:
A joint venture with the British Foods Export Council.
(Mr. A. F. Fenton, Ext. 2786).

ADDITIONS:

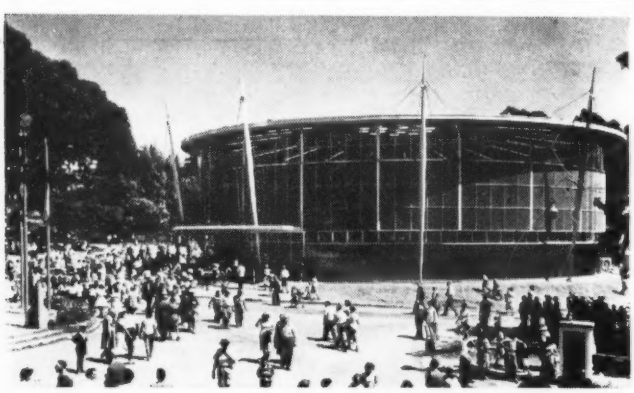
New York: MICROWAVE EXPOSITION – June 6-8, 1967.
A joint venture with the Electronic Engineering Association (5 firms).
(Mr. A. F. Fenton, Ext. 2786).

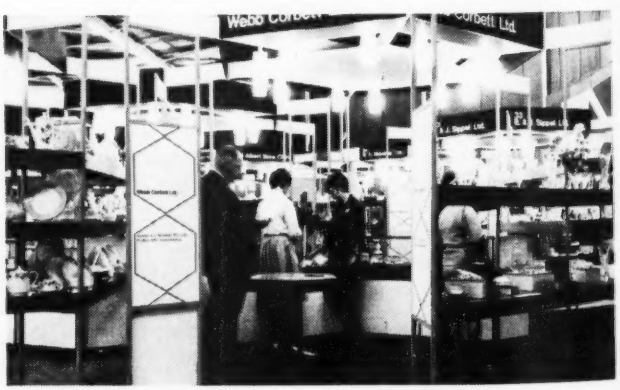
Los Angeles: BROADWAY STORES – August 21-September 1, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Gimbel Brothers & Saks, Berkeley Square House, Berkeley Square, London, W.1 (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Los Angeles: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW – September 1-10, 1967.
A possible joint venture with the Society of Motor Manufacturers and Traders Ltd. Firms interested in participation should contact the Society.
(Mr. A. F. Fenton, Ext. 2786).

Los Angeles: MAY CO. – Autumn 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

St. Louis: INTERNATIONAL VISUAL COMMUNICATIONS CONGRESS – November 11-14, 1967.
A possible joint venture with the Drawing Office Material





Visitors to the Rand Easter Show in Milner Park, Johannesburg, stroll in the sunshine towards the British Pavilion (left). The show took place from March 14 to 27 and this year was the first time that British exhibitors participated under joint venture terms. Right, visitors examine with interest examples of British pottery, glass and cutlery.

Manufacturers and Dealers Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786).

1968

ADDITIONS:

Chicago: NATIONAL SPORTING GOODS SHOW – February 4-8, 1968.
Possible joint ventures with: (1) The Federation of British Manufacturers of Sports and Games Ltd., and, (2) The Camping Trade Asociation of Great Britain Ltd. Firms interested in participation should contact either of the above Associations.

Los Angeles: WESTERN METAL AND TOOL EXPOSITION – March 1968.
A probable joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786).

AFRICA—1967

AMENDMENT:

Nairobi: KENYA AGRICULTURAL SHOW – September 1967.
This entry should be amended to read:
An official information stand to be manned by the British High Commission, Nairobi.
(Miss M. S. Jones, Ext. 2788).

ASIA—1967

ADDITION:

Tokyo: INTERNATIONAL OIL-HYDRAULIC AND PNEUMATIC MACHINE FAIR – October 6-12, 1967.
Trade Information stand with the Association of Hydraulic Equipment Manufacturers, British Compressed Air Society and the British Pump Manufacturers Association.
(Mrs. I. M. Janzen, Ext. 2489).

Tokyo: SEIBU DEPARTMENT STORE – October 6-18, 1967.
This major British promotion will feature consumer goods. The London Buying House representing the store is J. Raymond Wilson & Co. Limited, 4 Chiswell Street, London, E.C.1 (Tel. Metropolitan 9231).

Tokyo: MITSUKOSHI DEPARTMENT STORE – Autumn 1967.
This major British promotion will feature consumer goods. The London Buying House representing the store is Lablanc Limited, 251-6 Tottenham Court Road, London, W.1 (Tel. Museum 3113).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Benelux, Malta	Ext. 3071
Italy, Austria, Switzerland	Ext. 2782
France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Additions –1967

PARIS: EUROPEAN DIALYSIS AND TRANSPLANT CONGRESS AND EXHIBITION – June 22-24.
Apply, Madame H. Favier, 120 Avenue Emil Zola, Paris.

COPENHAGEN: COPENHAGEN PAST AND PRESENT – July 21-August 20.
Apply, Secretariat Erhvervenes Udstillingsselskab Bella – Centret, A/S 64 Hvidkildevej, Copenhagen N.V.

HELSINKI: FOOD FAIR AND EXHIBITION OF SHOP EQUIPMENT – November 8-12.
Apply, The Finnish Fair Corporation, Helsinki 25.

COPENHAGEN: INTERNATIONAL AGRICULTURAL EXHIBITION (AGRIMA '67) – December 11-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

Deletion – 1968

COLOGNE: INTERNATIONAL CIVIL DEFENCE EXHIBITION – May 18-26.

Amendments – 1968

NUREMBERG: INTERNATIONAL TOY FAIR.
The Board of Trade have been informed that this event will take place from February 10-16, and not on the dates shown in previous issues of the *Board of Trade Journal*.

HELSINKI: 5TH HEATING, PLUMBING AND AIR CONDITIONING FAIR.
The Board of Trade have been informed that this event will take place from April 10-14.

Additions – 1968

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January.
* Apply, Mitch Murray Organisation, Suite 2, 66 Redlington Road, London, N.W.3 (Tel. Hampstead 2011).

GENOA: INTERNATIONAL BOAT SHOW, CARAVAN AND CAMPING EXHIBITION – February 3-13.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

HELSINKI: CAMPING SHOW – February 9-18.
Apply, The Finnish Fair Corporation, Helsinki, 25.

BOLOGNA: FOOTWEAR FASHION SHOW – March 15-20.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

STOCKHOLM: DATA '68 – April 22-28.
Apply, AB St. Erik's Fair, Storangsvagan 18, Stockholm NO.

OSLO: SECOND INTERNATIONAL SHIPPING EXHIBITION – May 20-29.
Apply, Norges Varemesse, Drammensveien 54, Oslo 2.

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-29.
Apply, The Finnish Fair Corporation, Helsinki, 25.

HELSINKI: EXHIBITION OF OFFICE MANAGEMENT (TECHNIQUE '68) – October 22-27.
Apply, The Finnish Fair Corporation, Helsinki, 25.

ZURICH: HYDRAULICS AND PNEUMATICS EXHIBITION – October 31-November 5.
† Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. Cherrywood 3897).

Additions – 1969

HELSINKI: BOAT SHOW – February 14-23.
Apply, The Finnish Fair Corporation, Helsinki 25.

HELSINKI: EXHIBITION OF WORK EFFICIENCY – April 18-27.
Apply, The Finnish Fair Corporation, Helsinki 25.

HELSINKI: FINNISH INDUSTRIES FAIR – September 19-28.
Apply, The Finnish Fair Corporation, Helsinki 25.

Additions – 1970

HELSINKI: CAMPING SHOW – February 13-22.
Apply, The Finnish Fair Corporation, Helsinki 25.

HELSINKI: INTERNATIONAL TRADE FAIR – September 17-27.

(*Continued on next page*)

Apply, The Finnish Fair Corporation, Helsinki 25.

HELSINKI: TV/RADIO – AND MUSIC EXHIBITION – October-November.
Apply, The Finnish Fair Corporation, Helsinki 25.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendment – 1967

TEL AVIV: INTERNATIONAL AGRICULTURAL AND FOOD FAIR – May 23-June 10.
This entry should be amended to read:
Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, W.C.2 (Tel. Holborn 9696).

Additions – 1967

DALLAS: DALLAS TRADE MART GIFT SHOW – September 3-7.
Apply, Shannon Francis, V.P. Suite 3000, 2100 Stemmons Freeway, Dallas (Texas).

BOSTON: GIFT SHOW – September 10-14.
Apply Donald C. Little Management, 220 Fifth Avenue, New York, NY10001.

BOSTON: EUROFAIR – UNITED STATES – September 16-22.
Apply, Europfair Inc., Boston, Mass. United States Post Office Box 426, Boston.
UK Agents: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

SINGAPORE: EXHIBITION OF PACKAGING MATERIALS AND PRINTING – November.
Apply, Light Industries Services, The Economic Development Board, Singapore.

Additions – 1968

TORONTO: THE CANADIAN EDUCATION SHOW PLACE – January 25-27.
Apply, Canadian Education Show Place, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto, 2.

DALLAS: DALLAS TRADE MART GIFT SHOW – February 18-22.
Apply, Shannon Francis, V.P. Suite 3000, 2100 Stemmons Freeway, Dallas (Texas).

BOSTON: GIFT SHOW – March 3-7; September 8-12.
Apply, Donald C. Little Management, 220 Fifth Avenue, New York, NY 10001.

SINGAPORE: MACHINE TOOLS, METAL WORKING AND WOODWORKING MACHINERY EXHIBITION – May/June.
Apply, Light Industries Services, The Economic Development Board, Singapore.

BOSTON: GIFT SHOW – September 8-12.
Apply, Donald C. Little Management, 220 Fifth Avenue, New York, NY 10001.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1967

LONDON: SCRAP AND WASTE EXHIBITION. At Olympia.
The Board of Trade have been informed that this exhibition will take place from July 17-22 and not July 17-21 as previously published.

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 7-9.
The Board of Trade have been informed that this exhibition will take place at Alexandra Palace and not at Olympia as previously published.

Additions – 1968

BRIGHTON: 15TH BRITISH TOY FAIR – January 28-February 1. At Hotel Metropole and Exhibition Halls, The Grand Hotel, The Top Rank Centre.
* Apply, J. A. Glanfield, British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, W.C.2 (Tel. Chancery 9158).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION (IMBEX '68) – February 26-March 1. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR (CARPEX '68) – February 26-March 1. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

The London International Engineering and Marine Exhibition was held at Olympia and Earls Court from April 25 to May 4. Right: a section of the exhibition at Olympia. Left: visitors listening to a commentary on how a Muskegon tool carries out its work.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Trade with the USSR

THE BOARD OF TRADE announce that the quotas for the importation of certain consumer goods from the USSR during 1967 published in the *Board of Trade Journal* on December 23, 1966, have been increased. The original and revised quotas are set out below:

	Original Quota	Revised Quota
Motor vehicles	£200,000	£240,000
Motor bicycles and bicycles	No separate quota	£25,000
Alarm clocks	£25,000	£75,000
Transistor radios and parts	£100,000	£300,000
Hand-made carpets	£550,000	£1,050,000
Medicines, drugs and pharmaceuticals	£180,000	£450,000
Galvanized buckets	£5,000	£10,000
Canned salmon	£985,000	£1,185,000
Electric lamp bulbs	No quota	£10,000
Frozen herrings	No quota	£100,000
Ready-made clothing	No quota	£50,000
Miscellaneous goods	£250,000	£400,000

The total sum by which quotas under Article 4 of the Trade Agreement are increased is £1,600,000.

In addition, under the quotas under Article 2 (2) of the Trade Agreement, the limit for window glass of 3 mm. nominal thickness or less has been increased from £45,000 to £55,000.

The Soviet Trade Delegation have informed the Board of Trade that substantial orders have been placed by Soviet trading organizations for British manufactures coming within the scope of Article 4 of the Anglo-Soviet Trade Agreement. As against quotas for 1967 amounting to £4·2 million as previously announced, orders for delivery in 1967 have been placed amounting to more than £10½ million. These orders include ready-made clothing, £900,000, knitwear, £3·8 million, and footwear, £3·8 million. The Soviet Trade Delegation state that further orders are under negotiation.

UK loan to Turkey

AN AGREEMENT has been signed for an interest-free loan of £2½ million from the British Government to the Government of Turkey. The loan, which is of 25 years' maturity with a two-year grace period followed by a five year period of graduated repayments, is for the purchase of British goods and services essential to the development of the Turkish economy.

UK grant to British Honduras

THE BRITISH GOVERNMENT has agreed that a further grant of £500,000 should be provided towards the cost of building a new capital in British Honduras. This brings to over £4 million the total of British aid pledged for the project. Work under the main contract is due to begin in a few months' time and to be completed by 1970.

The new capital will be sited 50 miles inland from the present capital Belize City which, in addition to Stann Creek, suffered severe damage in 1961 when struck by Hurricane Hattie. The construction of roads and drains, the provision of water supplies, electricity and telephones, and the erection of public buildings and private housing will form an integral part of the development. The main contract has already been awarded, and a firm of consultants has been appointed to carry out the project.

Italy and Norway

THE ITALIAN Ministry of Foreign Trade announces that the trade agreement between Italy and Norway signed on April 20, 1953, has been tacitly renewed until March 31, 1968.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 4668/G.

Italy and Indonesia

THE ITALIAN Ministry of Foreign Trade have announced that the trade agreement of May 23, 1951 between Italy and Indonesia has been tacitly prolonged for a further year to March 31, 1968. Reference CRE 4581/G.

Norway and Czechoslovakia

A PROTOCOL was signed in Oslo on February 24, 1967, establishing quotas for trade between Norway and Czechoslovakia during 1967. This protocol is within the framework of the 1966/68 trade agreement between the two countries, details of which were published in the *Board of Trade Journal* of July 29, 1966 (page 291).

Norwegian imports from Czechoslovakia during 1967 will include sugar, malt and malt barley, machinery, cars and trucks, solid fuels, various textiles and footwear, sports equipment and rolling mill products.

Czechoslovakian imports from Norway will include hardened fats, fish oils, fish and fish products, chemicals, ferro-alloys and machinery.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2305) (Ref. CRE/5199/G).

Switzerland and Denmark

BY AN EXCHANGE of letters made in Berne on January 30, 1967, the Trade Agreement of September 15, 1951, between Switzerland and Denmark has been extended for a further period until September 30, 1967.

The lists of goods annexed to this agreement, as subsequently modified, remain valid only insofar as the goods in question have not yet been liberalized or globalized. Exports from Denmark to Switzerland, as provided, mainly consist of agricultural produce, meat and livestock, and fresh water fish. Some of the quotas for these items have been increased under the terms of an agricultural agreement between the two countries, dated December 21, 1959, and a later agreement of May 11, 1963, supplementary thereto.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340) quoting reference CRE 6927/G.

Colombia-Poland trade and payments agreement

THE SIGNATURE has been reported by HM Embassy in Bogota of an agreement between the Banco de la Republica and the Bank Handlowie w Warsawie SA.

This agreement provides that the two banks should open nominal dollar accounts to facilitate trade between Poland and Colombia. A swing of US $3,500,000 will be allowed; should this be exceeded for a period of more than 12 months it may be liquidated in a freely convertible currency chosen by the creditor.

Hints to businessmen visiting Burma and Lebanon

REVISED EDITIONS of the booklets on Burma and Lebanon have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

The Usha Telehoist factory for the manufacture of hydraulic tipping gears, the result of a collaboration agreement between Telehoists Ltd. of Cheltenham, and Usha Automobile & Engineering Private Ltd. of Calcutta, was officially opened on March 12. The factory is located on the main Budge Budge Road about nine miles from Calcutta. At the inauguration ceremony are (left to right): Mr. A. T. White, technical adviser to Usha Telehoist Ltd.; Mr. B. M. Birla, a well-known Indian industrialist; Mr. L. Breeden, managing director, Wilmot Breeden Ltd.; Mr. M. K. Jawar, director, Usha Telehoist Ltd.; and Mr. J. Ashwood, First Secretary (Commercial), British High Commission, Calcutta.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 1047 of April 28 issue.

Commonwealth press telegrams

THE GPO have announced that to help reduce the loss on commonwealth press telegrams, which is at present more than £1 million a year, charges are to be increased on September 1.

The present special concessionary rate of 1d. a word for press telegrams from this country will become 3d. a word, and the urgent rate of, in most cases, 6d. a word will become half the ordinary public rate, subject to a minimum of 6d. a word.

Keen interest in bulk carrying commercial vehicles and handling systems by eastern bloc buyers is reported by Murfitt Bulk Transporters Ltd. of Wisbech, Cambs. These are two vehicles from their range of bulk transporters, a 500 Series delivery vehicle for granular cargoes equipped with pneumatic discharge and a 900 Series bulk semi-trailer of frameless construction; this vehicle is equipped with Murfitt's world-patented moving bulkhead discharge equipment, and was on show for the first time in eastern Europe at the Belgrade Spring Fair.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(81/67) Oil Pipe Line for Yacimientos Petrotiferos Fiscales. (Further Information.) Closing date postponed to May 30. E.S.B. 31640/66.

AUSTRALIA

Postmaster General's Department:
(81/67) Gauges and Tools. (Further Information.) E.S.B. 14337/67.*
(82/67) Badged Crockery. (Further Information.) E.S.B. 14782/67.*

BRAZIL

(81/67) Gas Supply for the Municipality de sao Paulo. July 3. Press Notices (in Portuguese) available. E.S.B. 17500/67.*

BRUNEI

(82/67) Office Furniture and Equipment for Brunei Tenders Board. May 23. E.S.B. 18505/67.*

BURMA

(81/67) Miscellaneous Stores for Electricity Supply Board. June 12. E.S.B. 17459/67.*
(80/67) Sun Glasses for Myanma Export-Import Corporation. May 24. E.S.B. 17464/67.*
(81/67) Gum Boots for People's Oil Industry. June 15. E.S.B. 17460/67.*
Union of Burma Railway Board:
(78/67) Axle Boxes. May 29. E.S.B. 17033/67.*
(78/67) Steel Coupling Casings. May 29. E.S.B. 17035/67.*
(78/67) Medical Springs. May 29. E.S.B. 17090/67.*
(78/67) Steel Springs. May 29. E.S.B. 17036/67.*
(78/67) Locomotive Parts and Fittings. May 24. E.S.B. 17174/67.*
(78/67) Locomotive Parts and Fittings. May 24. E.S.B. 17175/67.*
(78/67) Locomotive Parts and Fittings. May 24. E.S.B. 17176/67.*
(78/67) Steel Springs. May 26. E.S.B. 17034/67.*
(78/67) Steel. May 24. E.S.B. 17172/67.*
(78/67) Locomotive Parts and Fittings. May 24. E.S.B. 17173/67.*
(78/67) Steel. May 26. E.S.B. 17177/67.*
(78/67) Steel. May 26. E.S.B. 17178/67.*
(79/67) Steel Springs. May 29. E.S.B. 17166/67.*
(79/67) Shackle Pins. May 26. E.S.B. 17167/67.*
(79/67) Steel Springs. May 29. E.S.B. 17168/67.*
(79/67) Steel Springs. May 29. E.S.B. 17169/67.*
(79/67) Steel Coupling Parts. May 26. E.S.B. 17179/67.*

CANADA

(82/67) Transformers for Manitoba Hydro. May 23. E.S.B. 18216/67.*

CHILE

(82/67) Switchgear for Empresa Nacionale de Electricidad SA. June 13. E.S.B. 18277/67.*

COLOMBIA

(79/67) Transmission Line Towers for Central Hidroelectrica de Caldas. June 30. E.S.B. 17867/67.
(82/67) Telephone Equipment for Empresas Publicas de Medellin. June 30. E.S.B. 18232/67.

CYPRUS

(83/67) Substation Equipment for Electricity Authority. July 7. E.S.B. 17877/67.

ECUADOR

(79/67) Construction of Roads and Bridges for Ministerio de Obras Publicas. June 1. E.S.B. 7205/67.*

ETHIOPIA

(80/67) Hospital Supplies and Equipment for Central Medical Stores Corporation. May 17. E.S.B. 17457/67.*
(81/67) Electrical Equipment for Imperial Board of Telecommunications. May 30. E.S.B. 17458/67.*

FORMOSA

Central Trust of China:
(78/67) Transformers. May 18. E.S.B. 17162/67.*
(78/67) Water Still. May 17. E.S.B. 17135/67.*
(78/67) Spray Painting Unit. May 19. E.S.B. 17132/67.*
(78/67) Crawler Tractors. May 17. E.S.B. 17163/67.*
(78/67) Nichrome Tape. May 18. E.S.B. 17164/67.*
(79/67) Centrifugal Pump. May 22. E.S.B. 17133/67.*
(79/67) Teletype Paper. May 19. E.S.B. 17193/67.*
(79/67) Ultrasonoscope. May 17. E.S.B. 17131/67.*
(79/67) Communications Equipment. May 22. E.S.B. 17190/67.*
(79/67) Textile Testing Equipment. May 20. E.S.B. 17813/67.*
(79/67) Welding Machine. May 18. E.S.B. 17191/67.*
(79/67) Sheet Filters and Pumps. May 22. E.S.B. 17810/67.*
(80/67) Steel Rails. May 18. E.S.B. 17825/67.*
(80/67) Belt Connection Plates and Rivets. May 19. E.S.B. 17192/67.*
(81/67) D-Sorbitol Solution. May 19. E.S.B. 17816/67.*
(81/67) Welding Machines. May 20. E.S.B. 17817/67.*
(81/67) Fermentation Research Apparatus. May 18. E.S.B. 17815/67.*
(81/67) Air Compressors and Hydraulic Presses. May 18. E.S.B. 17808/67.*
(81/67) Hot Sealing Machines. May 22. E.S.B. 17809/67.*
(81/67) Wireless Equipment. May 24. E.S.B. 17812/67.*
(82/67) Laboratory Equipment; Calculating Machines; Grass Cutters. May 20. E.S.B. 18218/67.*
(82/67) Bottle Craters and Decraters. May 25. E.S.B. 18265/67.*
(82/67) Welding Helmets. May 24. E.S.B. 18263/67.*
(82/67) Drying Ovens. May 25. E.S.B. 18264/67.*
(82/67) Reverse Character Typewriters. May 29. E.S.B. 18221/67.*
(82/67) Electrode Holders. May 26. E.S.B. 18222/67.*
(82/67) Chlorinator. May 25. E.S.B. 18223/67.*
(82/67) Line Pipe. May 27. E.S.B. 18227/67.*
(82/67) Insulator Tester. May 26. E.S.B. 18229/67.*
(82/67) Workshop Equipment. May 26. E.S.B. 18230/67.*

GREECE

(82/67) Laboratory Equipment for Direction General of Procurements. May 24. E.S.B. 17847/67.*
(80/67) Desalination Plant for Phoenix Communitiy of the Islands of Syros. (Further Information.) Closing date postponed to June 18. E.S.B. 15552/67.*
(78/67) Generators for Public Power Corporation. June 2. E.S.B. 17154/67.

INDIA

(81/67) Construction of Transmission Line for Assam State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 14620/67.*
(80/67) Hospital Equipment for Bombay Port Trust. May 30. E.S.B. 17837/67.
Director General of Supplies and Disposals:
(78/67) Machine Tool. June 8. E.S.B. 17155/67.*
(78/67) Tin Ingots. June 7. E.S.B. 17157/67.*
(81/67) Metal Working Machinery. May 26. E.S.B. 17445/67.*
(81/67) Tin Ingots. June 26. E.S.B. 17444/67.*
(80/67) Demineraliser Plant for Gujarat Electricity Board. (Further Information.) Indigenous supplies will be given preference. E.S.B. 16374/67.*
Integral Coach Factory, Madras:
(82/67) Grinding Machine. (Further Information.) Tender documents now available. E.S.B. 16353/67.*
(82/67) Lathe. (Further Information.) Tender documents now available. E.S.B. 16665/67.*
(80/67) Crawler Tractors for National Coal Development Corporation Ltd. (Further Information.) June 1. Tender documents now available. E.S.B. 10661/67.*
South Eastern Railway:
(82/67) Lathe. June 28. E.S.B. 17839/67.
(83/67) Chain Testing Machine. June 28. E.S.B. 17840/67
West Bengal State Electricity Board:
(79/67) Lightning Arresters. (Further Information.) Tender documents now available. E.S.B. 16613/67.*
(80/67) Transformers. (Further Information.) Tender documents now available. E.S.B. 16614/67.*

IRAN

(80/67) Mine Safety Equipment for National Iranian Steel Corporation. June 5. E.S.B. 17865/67.*

IRAQ

Administration of Distribution of Oil Products:
(81/67) Hosepipe. May 23. E.S.B. 17495/67.*
(82/67) Metals. May 20. E.S.B. 17496/67.*
(80/67) Electric Lamps for Iraqi Ports Administration. May 18. E.S.B. 17448/67.
(81/67) Raw Materials for Tobacco Manufacturers for Iraqi Tobacco Company. (Further Information.) E.S.B. 17017/67.*
(81/67) Winch and Jacks for National Electricity Administration. May 18. E.S.B. 17478/67.*

IRISH REPUBLIC

(83/67) Telephone System for Clare County Council. May 26. E.S.B. 18233/67.

JORDAN

Central Tenders Board:
(81/67) Vehicles. May 17. E.S.B. 17891/67.*
(81/67) Generator. May 17. E.S.B. 17890/67.*

KENYA

(83/67) Flat Bottom Rails for East African Railways and Harbours. July 6. E.S.B. 18256/67.
(82/67) Switchboards for East African Posts and Telecommunications Administration. Closing date not known. E.S.B. 18255/67.

KOREA

(81/67) Sub-Station Equipment for Office of Supply. May 19. E.S.B. 17488/67.*

LEBANON

The Lebanese Army:
(82/67) Airfield Lighting Work. June 6. E.S.B. 17475/67.

(Continued on page 1161)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only **£10 10s.**

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If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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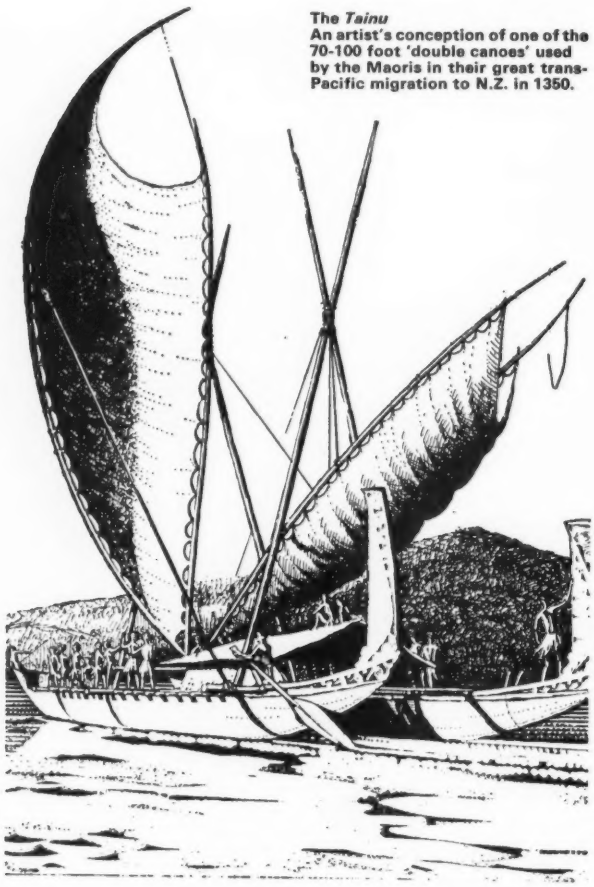

The *Tainu*
An artist's conception of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350.

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LEBANON, *continued*

(82/67) Radio Apparatus. June 6. E.S.B. 17474/67.
(83/67) Radar Equipment. (Further Information.) Closing date postponed to June 13. E.S.B. 14704/67.
(81/67) Accounting Machines and Accessories for Lebanese Telephone Administration. May 29. E.S.B. 17821/67.*

LIBYA

(81/67) Printing of School Books for Ministry of Education. May 17. E.S.B. 17439/67.
Ministry of Information and Culture:
(81/67) Construction of Radio and TV Centres. August 7. E.S.B. 17443/67.
(82/67) Television Transmission Towers. August 7. E.S.B. 17442/67.
(81/67) Mobile Educational Units for Ministry of Public Health. May 29. E.S.B. 17440/67.

MALAYSIA

(81/67) Printing Machine for Government Printing Office. May 17. E.S.B. 17874/67.
Jesselton District Tenders Board:
(81/67) Timber. May 19. E.S.B. 17898/67.*
(83/67) Fans. May 19. E.S.B. 17897/67.*
(83/67) Chairs. May 19. E.S.B. 17895/67.*
(83/67) Mirrors. May 19. E.S.B. 17896/67.*
(83/67) Cement. May 19. E.S.B. 17900/67.*
(78/67) Diesel Locomotives for Malayan Railway Administration. June 2. E.S.B. 17469/67.
(81/67) Paints and Associated Materials for Public Works Department. May 19. E.S.B. 18201/67.*
State Tenders Board, Jesselton:
(81/67) Tyres and Tubes. May 20. E.S.B. 17894/67.*
(81/67) Foam Rubber Products. May 20. E.S.B. 17893/67.*
(82/67) Air Conditioning Units. May 20. E.S.B. 17892/67.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(78/67) Electrical Equipment. May 25. E.S.B. 17144/67.
(78/67) Axles. May 17. E.S.B. 17150/67.
(78/67) Mechanical Handling Equipment Spares. May 17. E.S.B. 17151/67.
(78/67) Tungsten Carbon Tips. May 17. E.S.B. 17153/67.

NETHERLANDS

(82/67) Construction of Branch Canal and Terrain Embankments for Director of Waterways. May 31. E.S.B. 18503/67.

NEW ZEALAND

General Post Office:
(80/67) Radio Components. May 23. E.S.B. 17484/67.*
(82/67) Padlocks. May 31. E.S.B. 18224/67.*
(82/67) Capacitor Clips. May 30. E.S.B. 18254/67.*
(82/67) Locks. May 31. E.S.B. 18225/67.*
(80/67) Unglazed Pastel Paper for Government Printing Office. May 17. E.S.B. 17483/67.*

PAKISTAN

(82/67) Pipes, Fittings and Valves for Chittagong Water Supply and Sewerage Authority. June 1. E.S.B. 18502/67.
Pakistan Eastern Railways:
(81/67) Copper and Copper Alloys. May 22. E.S.B. 17487/67.
(82/67) Aluminium Windows. June 15. E.S.B. 18501/67

PARAGUAY

Instituto de Prevision Social:
(81/67) Plastic Containers: May 17. E.S.B. 17818/67.*
(81/67) Pharmaceuticals. May 22. E.S.B. 17819/67.*

SAUDI ARABIA

(81/67) Construction and Asphalting of Road for Ministry of Communications. July 29 and 30. E.S.B. 17185/67.

SINGAPORE, REPUBLIC OF

Port of Singapore Authority:
(79/67) Crawler Crane. May 30. E.S.B. 17805/67.*
(81/67) Shunting Locomotive. May 30. E.S.B. 17806/67.*

SOUTH AFRICA

State Tender Board:
(81/67) Air Compressors. May 23. E.S.B. 17888/67.*
(81/67) Radio Telephone System. May 26. E.S.B. 17887/67.*
(81/67) Electric Organ. May 24. E.S.B. 17881/67.*
(81/67) Nuts and Studs. May 22. E.S.B. 17886/67.*
(81/67) Film Processor. May 23. E.S.B. 17882/67.*
(81/67) Drying Oven. May 23. E.S.B. 17883/67.*
(81/67) Prismatic Spotting Scopes. May 29. E.S.B. 17885/67.*

SPAIN

(82/67) Runway Repair Work for Ministerio del Aire. May 17. E.S.B. 17492/67.

SUDAN

Central Electricity and Water Corporation:
(83/67) Turbines. (Advance Information.) E.S.B. 18510/67.
(83/67) Gas Turbine. (Advance Information.) E.S.B. 18511/67.
(83/67) Gate Equipment for Hydro-Electric Project. (Advance Information.) E.S.B. 18512/67.
(83/67) Cranes. (Advance Information.) E.S.B. 18513/67.
(83/67) Transformers. (Advance Information.) E.S.B. 18514/67.
(83/67) Generators. (Advance Information.) E.S.B. 18516/67.
(81/67) Street Lighting Fittings for Sudan Government Purchasing Agent. May 23. E.S.B. 17872/67.*

SWAZILAND

Swaziland Electricity Board:
(81/67) Hydro-Turbo Generators and Crane. (Further Information.) E.S.B. 15827/67.
(82/67) Transformers. June 5. E.S.B. 18226/67.
(82/67) Construction of Lined Canal, Pondage, Power Houses and Road. (Further Information.) E.S.B. 15825/67.
(82/67) Steel Conduits and Surge Shafts. (Further Information.) E.S.B. 15826/67.

THAILAND

(82/67) Construction of Ice Well for Cold Storage Industrial Organization. June 7. E.S.B. 17858/67.
Metropolitan Electricity Authority:
(79/67) Circuit Breaker. May 30. E.S.B. 17161/67.*
(79/67) Aluminium Conductor. May 18. E.S.B. 17182/67.*
(81/67) Transformers for Provincial Electricity Authority: May 19. E.S.B. 17450/67.
State Railway of Thailand:
(81/67) Lighting Fittings. June 1. E.S.B. 18203/67.
(81/67) Starters. May 22. E.S.B. 18204/67.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:
(79/67) Isolating Switches. June 19. E.S.B. 17106/67.*
(79/67) Transformers. June 19. E.S.B. 17107/67.*
(79/67) Transformers. June 19. E.S.B. 17108/67.*
(79/67) Transformers. June 19. E.S.B. 17109/67.*
(79/67) Transformers. June 19. E.S.B. 17110/67.*
(79/67) Overhead Conductor. June 19. E.S.B. 17128/67.*
(79/67) Ring Main Units. June 19. 17105/67.*

TURKEY

(82/67) Diesel Engines for PTT Administration. May 24. E.S.B. 17803/67.*

UNITED ARAB REPUBLIC (EGYPT)

(79/67) Mechanical Equipment; Electrical Equipment for the Great Cairo Water Co. (Further Information.) Closing date postponed to June 19. E.S.B. 8071/67.

URUGUAY

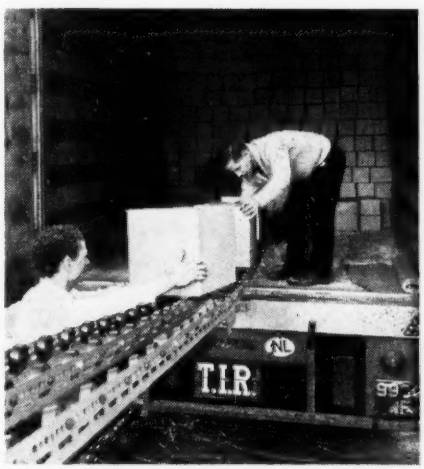
(79/67) Telephone Cable for State Electricity and Telephone Administration. June 6, June 13. E.S.B. 17189/67.
State Railways (AFE):
(79/67) Powdered White Lead. 1st call June 6, 2nd call June 13. E.S.B. 17435/67.
(79/67) Plywood. 1st call June 6, 2nd call June 13. E.S.B. 17436/67.
(80/67) Laboratory Instruments for University of the Republic. May 30. E.S.B. 17433/67.

VIETNAM

Industrial Development Centre:
(78/67) Galvanizing Plant. May 30. E.S.B. 17118/67.*
(78/67) Plastics Manufacturing Plant. June 30. E.S.B. 17119/67.*
(78/67) Pig Iron Production Plant. May 30. E.S.B. 17120/67.*

YUGOSLAVIA

(81/67) Scientific Instruments and Accessories for United Nations, New York. May 18. E.S.B. 18082/67.*



A roadtrailer being loaded with cartons containing 45,168 pieces of earthenware for the Dutch market – cups, saucers, plates, etc. – at the Badderley Green Pottery of Swinnerton's Limited, a member of the Allied English Potteries Group. The earthenware was on show in Holland at the Utrecht Fair. The supplies were shipped so that wholesalers were able to provide an immediate delivery service to buyers at the Fair.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(81/67) Agency inquiry for model assembly kits. E.S.B. 11343/67.

Australia
(80/67) Agency inquiry for cosmetics; toiletries. E.S.B. 17238/67.
(80/67) Agency inquiry for women's coats. E.S.B. 16853/67.
(81/67) Agency inquiry for toilet dispensers. E.S.B. 17256/67.
(78/67) Inquiry for wire-working machinery. E.S.B. 16295/67.
(81/67) Inquiry for coin-operated amusement and vending machines; coin-operated billiard tables; tape decks. E.S.B. 14058/67.
(81/67) Inquiry for dental equipment. E.S.B. 17546/67.

Austria
(79/67) Agency inquiry for children's wear; hosiery; knitwear. E.S.B. 15932/67.
(79/67) Agency inquiry for clothing; knitwear; swimwear. E.S.B. 15656/67.
(79/67) Agency inquiry for household electrical appliances. E.S.B. 14074/67.
(81/67) Agency inquiry for office equipment; stationery. E.S.B. 14513/67.
(82/67) Agency inquiry for food specialities; spirits and liqueurs. E.S.B. 15680/67.
(82/67) Agency inquiry for women's dresses. E.S.B. 16441/67.
(83/67) Agency inquiry for toys. E.S.B. 17577/67.
(79/67) Inquiry for masking tapes. E.S.B. 16824/67.
(82/67) Inquiry for worsted and flannel cloth. E.S.B. 16469/67.

Bahamas
(82/67) Agency inquiry for chamois leathers. E.S.B. 17326/67.

Bahrain
(79/67) Agency inquiry for manila ropes; cotton rags and waste. E.S.B. 16280/67.

Bolivia
(82/67) Inquiry for locomotive batteries; steel balls. E.S.B. 17901/67.
(83/67) Inquiry for fruit juice; sardines; toilet preparations. E.S.B.17736/67.

Brazil
(82/67) Inquiry for glass processing machinery. E.S.B. 17202/67.

British Honduras
(81/67) Agency inquiry for cement; hardware; paint; roofing sheets. E.S.B. 13725/67.
(82/67) Inquiry in respect of agricultural machinery and supplies; aircraft; boats; builders' supplies; fruit processing plant; furniture; office equipment; protective clothing; vehicles; workshop equipment. E.S.B. 16581/67.

† For further details on the 'Export Service Bulletin' see page 1159.

Burma
(80/67) Major departments in Myanma Export-Import Corporation. E.S.B. 35380/66.

Canada
(81/67) Agency inquiry for confectionery. E.S.B. 17356/67.
(82/67) Agency inquiry for hairdressers' supplies and equipment. E.S.B. 16751/67.
(80/67) Inquiry for mining; paper and fishing industry lines. E.S.B. 17294/67.
(83/67) Inquiry for axle and wheel assemblies. E.S.B. 17978/67.
(83/67) Manufacture under licence – sheet metal products. E.S.B. 17307/67.

Ceylon
(81/67) Inquiry for cosmetic containers; domestic appliances; lighting fittings; radios; wheel trims. E.S.B. 8927/67.

Curacao
(83/67) Agency inquiry for acids. E.S.B. 17398/67.

Cyprus
(80/67) Inquiry for steel scrap. E.S.B. 16806/67.

Denmark
(80/67) Agency inquiry for electronic semi-manufactures; insulation materials. E.S.B. 16247/67.

France
(80/67) Agency inquiry for Jersey dresses; rainwear. E.S.B. 16918/67.
(80/67) Agency inquiry for knitwear; waterproof clothing. E.S.B. 15443/67.
(82/67) Agency inquiry for textile equipment and accessories. E.S.B. 6421/67.
(82/67) Agency inquiry for women's and children's clothing. E.S.B. 14945/67.
(80/67) Inquiry for car accessories and gadgets. E.S.B. 17300/67.
(80/67) Inquiry for laboratory equipment. E.S.B. 7715/67.

Germany, Federal Republic of
(81/67) Agency inquiry for chamois leathers. E.S.B. 17332/67.
(82/67) Agency inquiry for linen yarns. E.S.B. 16784/67.
(83/67) Agency inquiry for foodstuffs. E.S.B. 17730/67.
(81/67) Inquiry for leather. E.S.B. 16783/67.
(81/67) Inquiry for musical box frames. E.S.B. 12736/67.
(82/67) Inquiry for pharmaceutical preparations. E.S.B. 17720/67.
(82/67) Manufacture under licence in Britain – curtain rail fitting. E.S.B. 13443/67.

Hungary
(80/67) Inquiry for pharmaceutical machinery. E.S.B. 16776/67.

Irish Republic
(81/67) Inquiry for costume jewellery machinery. E.S.B. 16456/67.

Israel
(81/67) Agency inquiry for packaging and labelling machines. E.S.B. 14412/67.
(81/67) Inquiry for activated carbon; bolting cloth; closures; filter aids; stainless steel. E.S.B. 4482/67.

Italy
(82/67) Agency inquiry for measuring and control instrument components; relays; valves. E.S.B. 16730/67.
(79/67) Inquiry for whisky. E.S.B. 16837/67.

Jamaica
(81/67) Agency inquiry for hardware; motor vehicle spare parts and accessories. E.S.B. 16480/67.

Kenya
(81/67) Agency inquiry for electrical equipment. E.S.B. 17333/67.
(81/67) Inquiry for cranes. E.S.B. 17786/67.

Lebanon
(80/67) Agency inquiry for women's clothing. E.S.B. 16269/67.

Malawi
(81/67) Agency inquiry for hospital furniture; office safes; school furniture; and equipment. E.S.B. 16842/67.

Malaysia
(82/67) Inquiry for lighters. E.S.B. 17943/67.

Malta
(81/67) Agency inquiry for bicycle accessories and parts; flash bulbs and cubes; motor vehicle accessories; scooter accessories; tyres. E.S.B. 15456/67.

Netherlands
(79/67) Inquiry for stationers' sundries. E.S.B. 14249/67.
(82/67) Inquiry for aluminium container manufacturing machinery. E.S.B. 12434/67.

North America
(80/67) Department store buyers visit London. E.S.B. 4763/67.

Norway
(82/67) Agency inquiry for gloves; sueded shearlings. E.S.B. 15395/67.

Pakistan
(80/67) Agency inquiry for drugs and medicines; surgical instruments. E.S.B. 16777/67.
(82/67) Agency inquiry for textile machinery. E.S.B. 17680/67.
(79/67) Inquiry for chemicals; oils. E.S.B. 17295/67.

Puerto Rico
(80/67) Agency inquiry for biscuits; gin. E.S.B. 16595/67.

Singapore
(81/67) Agency inquiry for golfing equipment. E.S.B. 17247/67.

South Africa
(81/67) Agency inquiry for light engineering products. E.S.B. 15397/67.
(81/67) Agency inquiry for textile fabrics. E.S.B. 16734/67, E.S.B. 11450/67, E.S.B. 16854/67.
(82/67) Agency inquiry for advertising novelties; golfing equipment. E.S.B. 32685/65.

Sweden
(83/67) Agency inquiry for bed sheets; textile fabrics. E.S.B. 15949/67.
(83/67) Agency inquiry for confectionery. E.S.B. 7809/67.
(81/67) Manufacture under licence in Britain – automatic pallet loader. E.S.B. 15011/67.

Switzerland
(80/67) Agency inquiry for machine tools and attachments. E.S.B. 16444/67.
(81/67) Agency inquiry for piece-goods. E.S.B. 17314/67.
(83/67) Agency inquiry for carpet yarns. E.S.B. 41071/66.
(81/67) Inquiry for building materials; carpets; floor covering materials; prefabricated steel buildings. E.S.B. 16704/67.
(83/67) Inquiry for biscuits; toffees. E.S.B. 41071/66.

Syrian Arab Republic
(80/67) Inquiry for chemicals. E.S.B. 17504/67.

Turkey
(81/67) Agency inquiry for laboratory equipment. E.S.B. 16886/67.
(80/67) Inquiry for cotton processing machinery. E.S.B. 16961/67.

Uganda
(81/67) Inquiry for electrical goods and accessories; textiles. E.S.B. 17368/67.

United States of America
(79/67) Inquiry for pharmaceutical raw materials. E.S.B. 17362/67.
(80/67) Inquiry for carriage lamps. E.S.B. 17325/67.
(81/67) Inquiry for belt buckles. E.S.B. 17503/67.
(81/67) Inquiry for portable refrigerators. E.S.B. 17374/67.
(81/67) Inquiry for shirt materials; tie materials. E.S.B. 17694/67.
(81/67) Inquiry for V-belts. E.S.B. 17703/67.
(82/67) Inquiry for builders' hardware; brass firerods equipment. E.S.B. 16894/67.
(82/67) Manufacture under licence in Britain – precision power modulators. E.S.B. 17634/67.

Yugoslavia
(82/67) Memorandum on Trade. E.S.B. 28513/66.

Zambia
(82/67) Agency inquiry for clothing. E.S.B. 12384/67.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
133/66	Laying down the amount of the levies in relation to third countries on pigs, pigmeat and pigmeat products for imports effected during the fourth quarter of 1966	5d. (8d.)
135/66	Adjusting and laying down sluice-gate prices and laying down levies in relation to third countries for the fourth quarter of 1966 in the egg and poultry sector	8d. (11d.)
137/66	On special measures relating to the sale, after processing, of butter held in private storage	8d. (11d.)
138/66	Amending Council Regulation No. 111/64 and derogating from Article 14 (1) of Council Regulation No. 13/64 in respect of condensed milk	8d. (11d.)
143/66	Continuing the Commission's Regulation No. 40/66 dated April 6, 1966, fixing the maximum amount of refunds applicable to exports to third countries of frozen beef and veal which has not been the subject of intervention measures	5d. (8d.)
144/66	Amending the annex to Regulation No. 161/64 concerning the world market price of frozen meat	5d. (8d.)
147/66	Laying down the standard coefficients to be applied to cuts of slaughtered pigs and to preparations and preserves of pigmeat for calculating the refunds on exports to third countries for the period from July 1, 1965 to June 30, 1966	8d. (11d.)
153/66	Fixing reference prices for Mandarins, Clementines, Satsumas and Wilkings	5d. (8d.)

Common system of trade for ovalbumin and lactalbumin

THE *Board of Trade Journal* dated April 14, 1967 (pages 970-972) contained details of Regulation 48/67/CEE introducing a common system of trade for ovalbumin and lactalbumin. The *Official Journal des Communautés Européennes* No. 77, dated April 22, 1967, contains an amendment to Article 2, paragraph 3, of this Regulation which should now read as follows:

'The amount of the charge referred to in the present Article shall be fixed according to the procedure laid down in Article 10.'

EUROPEAN FREE TRADE ASSOCIATION

Tariff on agricultural goods

FINEFTA JOINT COUNCIL DECISION 6/66 provides that the goods which are specified in the table below and which are eligible for EFTA tariff treatment may be imported without payment of import duties into the Member States against whose names they appear.

State	Brussels Nomenclature Number	Description of goods
Denmark	ex 07.01	Onions, fresh or chilled
	ex 08.03	Dried figs
	ex 08.04	Dried grapes
	ex 20.02	Peeled tomatoes, prepared or preserved otherwise than by vinegar or acetic acid
	ex 20.07	Tomato juice, unfermented and not containing spirit
Norway	ex 08.01	Pineapples
	ex 08.03	Dried figs
	ex 08.04	Dried grapes
	ex 12.01	Mustard seeds, whole or broken
	ex 12.03	Lucerne seeds
	12.05	Chicory roots, fresh or dried, whole or cut, unroasted
	ex 15.06	Bone fat and bone oil, for technical purposes
	ex 22.05	Red wine for blending
	ex 22.05	Port wine and Madeira
Portugal	ex 06.02	Live plants, other than roots, cuttings and slips
	ex 12.03	Seeds of a kind used for sowing
	12.05	Chicory roots, fresh or dried, whole or cut, unroasted
	ex 15.06	Bone fat and bone oil, for technical purposes
	ex 16.03	Meat extracts
	ex 20.02	Potato crisps
Sweden	ex 06.02	Alder, elm ash, ash, aspen, hornbeam, birch, beech, oak, fir, lime (*Tilia europea*), larch, maple, poplar and pine
	ex 06.02	Plants for ornamental purposes; azaleas, ericas, camellias and rhododendrons
	ex 06.02	Roots, cuttings and slips
	ex 08.01	Pineapples
	ex 08.03	Dried figs
	ex 08.04	Dried grapes
	12.03	Seeds, fruit and spores, of a kind used for sowing
	12.05	Chicory roots, fresh or dried, whole or cut, unroasted
	ex 16.02	Goose liver pates (not including ground liver pastes)
Switzerland	ex 16.02	Other prepared or preserved meat or meat offal based on goose liver
Finland	ex 08.03	Dried figs
	ex 12.01	Mustard seeds, whole or broken
	ex 12.03	Seeds, fruit and spores of a kind used for sowing, with the exception of timothy seeds
	12.05	Chicory roots, fresh or dried, whole or cut, unroasted
	ex 20.02	Peeled tomatoes, prepared or preserved otherwise than by vinegar or acetic acid

For the purposes of Joint Council Decision 6/66 the goods and qualifying process mentioned below shall be deemed to be listed in Schedule I to Annex B to the EFTA Convention:

Finished product	Qualifying process to be performed within the Area
ex 20.02 Potato crisps	Manufacture from materials not falling in 20.02

The Decision took effect on December 31, 1966.

The effect of this Decision is that all the goods in paragraph 1 of this notice will be admitted free of duty into the countries

(*Continued on next page*)

EUROPEAN FREE TRADE ASSOCIATION, *continued*

against which they are listed, provided that they fulfil the EFTA requirements. However, with the exception of potato crisps, which can also qualify for EFTA treatment by means of the qualifying process set out in paragraph 2, the qualifying process criterion is not applicable; they must satisfy either the wholly produced or the percentage criteria.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2301/2).

BENELUX

Renewal of Benelux trade agreements

A NOTICE published in the Netherlands *Economische Voorlichting* No. 15, of April 13, 1967, summarizes the position of the Benelux trade agreements as at April 1, 1967.

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1967-March 31, 1968
Denmark	December 1, 1966-November 30, 1967
*Hungary	January 1, 1967-December 31, 1969
Israel	September 1, 1966-August 31, 1967
Japan	Entered into force on April 10, 1962
Norway	May 1, 1966-April 30, 1967
Poland	January 1, 1967-December 31, 1969
Rumania	October 1, 1966-September 30, 1967
Spain	April 15, 1966-April 14, 1967
Sweden	March 1, 1967-February 28, 1968
Switzerland	April 1, 1967-March 31, 1968
Tunisia	April 1, 1967-March 31, 1968
Yugoslavia	July 1, 1966-June 30, 1967

*This agreement is still subject to approval.

Note:

The *Economische Voorlichting* No. 16, of April 20, 1967, reports that a trade agreement between Benelux and Czechoslovakia valid for three years from January 1, 1967, was initialled in Prague on April 11, 1967.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of April 13, 1967 (*Moniteur Belge* No. 74, of April 18), contains an addition (reproduced below) to the list of goods to be admitted at a reduced rate of import duty during 1967 up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

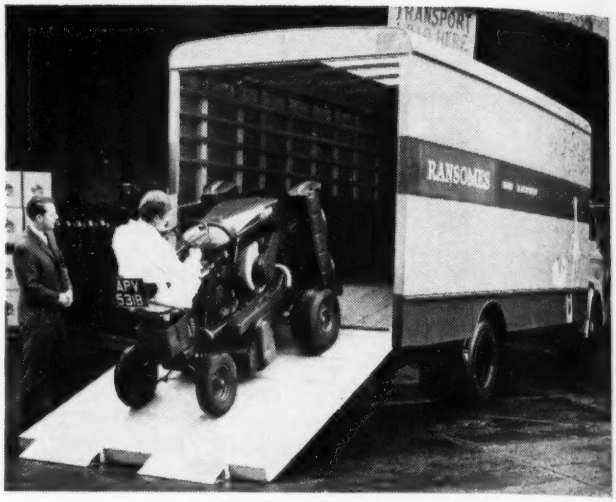
The order came into force from April 1, 1967.

ADDITION

Tariff No.	Description of Goods	Annual Quota (Quantity Metric tons)		Reduced Duty (Per cent)	
		OLD (Prior to April 1, 1967)	NEW (From April 1, 1967)	OLD (Prior to April 1, 1967)	NEW (From April 1, 1967)
ex 16.06 A	Crabs of the varieties 'King', 'Kanasaki' and 'Kegani' and shrimps of the variety 'Pandalus Platiceros Japonicus', simply boiled and peeled or decorticated, including frozen, intended for the canning and bottling industry	365*	400†	6	8

*Quota for the period from April 1, 1966, to March 31, 1967.
†Quota for the period from April 1, 1967, to March 31, 1968.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas containing a refrence to the above-mentioned item was published in the *Board of Trade Journal* of March 10, 1967, page 680.



Ransomes Sims & Jefferies Ltd., of Ipswich, manufacturers of quality grass cutting machinery for the domestic and professional user, have just taken delivery of a new vehicle for sales promotion work and use as a mobile lecture unit. Driven by Mr. Martyn Salisbury and accompanied by Mr. Keith Davison, European representative, it left Felixstowe docks for Rotterdam on the first leg of a tour of demonstrations and will visit Zeist and Amsterdam before going on to Belgium, Switzerland and France. The picture shows a motor triple grass mower being loaded into Ransomes' demonstration van, with Mr. Davison looking on.

SPAIN

Duties within quota limits

IN THE *State Gazette* of April 18 the Spanish authorities announced the authorization of duty-free imports of unbleached chemical pulp bisulphite, and chemical pulp sulphate or soda, other than unbleached, for the manufacture of paper for the Press (Tariff headings 47-01.B1.b and 47-01.B2.a); and paper for newsprint for daily newspapers (Tariff heading 48-01.D3.cl) until June 30, 1967, within quota limits of 12,000 tons and 20,000 tons respectively.

Customs tariff

IN THE *State Gazette* of April 18, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive duty	Transitory duty
15-04	Fats and oils, of fish and marine mammals, whether or not refined:		
A	Crude:		
(i)	of whale	6%	6%
(ii)	other	1%	Free
B	Refined	6%	6%
15-14	Spermaceti, crude, pressed or refined, whether or not coloured:		
A	Crude:		
(i)	of whale	6%	6%
(ii)	other	Free	Free
B	Other:		
(i)	of whale	6%	6%
(ii)	other	5%	Free
20-02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:		
A	In tins or other airtight containers:		
3 (a)	Stuffed with anchovies	10%	4·5%
(b)	Other	10%	4·5%
4	Capers	10%	4·5%
5	Other	25%	17·5%
B	In other containers:		
3 (a)	Stuffed with anchovies	5%	Free
(b)	Other	5%	Free
4	Capers	5%	Free
5	Other	20%	12%

IRISH REPUBLIC

Budget amendments of import duties

CERTAIN IMPORT DUTIES have been amended by the recent Budget in the Irish Republic. The new rates of duty, which came into effect on April 12, 1967, are as follows:

Beer (Tariff Headings Nos. 22.03 and 22.07 (A))

Description	Rate of Duty £ s. d.
Customs duty: (a) Beer of any description of which the worts were before fermentation of a specific gravity of 1,055° – for every 36 gallons	19 11 2
Customs drawback: (b) Beer of an original specific gravity of 1,055° – for every 36 gallons	19 10 11

Where, in the case of beer which is chargeable at the rate shown at (a) above, or in the case of beer on which drawback is payable at the rate shown at (b) above, the specific gravity of the beer is not 1,055°, the duty or drawback shall be varied proportionately.

Tobacco (Tariff Heading No. 24.01)

Description	Rate of Duty per lb. £ s. d.
Unmanufactured:	
If stripped or stemmed:	
Containing 10% or more by weight of moisture	3 16 3
Containing less than 10% by weight of moisture	4 4 8·5
If unstripped or unstemmed:	
Containing 10% or more by weight of moisture	3 16 2·5
Containing less than 10% by weight of moisture	4 4 8

Tobacco (Tariff Heading No. 24.02) (Rates applicable to goods originating in countries other than the United Kingdom)

	Full per lb. £ s. d.	Preferential per lb. £ s. d.
Manufactured:		
Cigars	4 15 0·6	3 19 2·5
Cigarettes	4 12 9	3 17 3·5
Cavendish or Negrohead	4 14 5·4	3 18 8·5
Cavendish or Negrohead manufactured in bond	4 13 10·2	3 18 2·5
Other manufactured tobacco	4 12 5·4	3 17 0·5
Snuff containing more than 13% by weight of moisture	4 12 0·6	3 16 8·5
Snuff not containing more than 13% by weight of moisture	4 14 5·4	3 18 8·5

Tobacco (Tariff Heading No. 24.02) (Rates applicable to goods of United Kingdom origin from April 12 to June 30. 1967)

	Full per lb. £ s. d.	Preferential per lb. £ s. d.
Manufactured:		
Cigars	4 11 7·9	3 19 2·5
Cigarettes	4 9 4·4	3 17 3·5
Cavendish or Negrohead	4 11 1	3 18 8·5
Cavendish or Negrohead manufactured in bond	4 10 6·1	3 18 2·5
Other manufactured tobacco:		
Hardpressed tobacco	4 6 8·9	3 14 8
Other pipe tobacco	4 8 8	3 16 7·1
Other manufactured tobacco	4 9 1·4	3 17 0·5
Snuff containing more than 13% by weight of moisture	4 8 8·5	3 16 8·5
Snuff not containing more than 13% by weight of moisture	4 11 1	3 18 8·5

Tobacco (Tariff Heading No. 24.02) (Rates applicable to goods of United Kingdom origin on and from July 1, 1967)

Description	Full per lb. £ s. d.	Preferential per lb. £ s. d.
Manufactured tobacco:		
Cigars	4 10 3·3	3 19 2·5
Cigarettes	4 8 0·3	3 17 3·5
Cavendish or Negrohead	4 9 8·5	3 18 8·5
Cavendish or Negrohead manufactured in bond	4 9 1·7	3 18 2·5
Other manufactured tobacco:		
Hard pressed tobacco	4 3 0·3	3 12 3·5
Other pipe tobacco	4 6 10·5	3 16 1·7
Other manufactured tobacco	4 7 9·3	3 17 0·5
Snuff containing more than 13% by weight of moisture	4 7 4·5	3 16 8·5
Snuff not containing more than 13% by weight of moisture	4 9 8·5	3 18 8·5

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450).

Imports of raw tomatoes

THE MINISTER for Agriculture and Fisheries in the Irish Republic has announced that under the Tomatoes (Regulation of Import) Order, 1948, the importation of raw tomatoes will be prohibited, except under licence, as from May 7, 1967, until further notice.

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of April 16 announced the liberalization from quantitative restrictions of spare parts originating in and imported from the former OEEC countries and their dependent overseas territories and imported into New Caledonia and its dependencies, Wallis and Futuna, St. Pierre and Miquelon, the Comores and the Austral and Antarctic Territories.

For the interpretation of this notice, mechanical or electrical component parts needed exclusively for the maintenance or repair of the complete machine, may be termed spare parts, but not interchangeable elements or parts independent of the machine or used as tools or equipment.

The full French text giving further details may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Food regulations

THE FRENCH *Journal Officiel* of April 20 published details of regulations governing the use of emulsifiers in the making of pastry, biscuits and biscottes and stated that emulsifiers comprising mixed acetic and tartaric esters of mono and diglyceride alimentary fatty acids must not be more than 1 per cent of the flour used.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Four Swiss visitors with interests in catering and tourism flew to Exeter recently on a special charter flight by Devon's South West Aviation Company. Seen here being greeted at Exeter Airport by SWA's managing director 'Andy' Andrews are Mr. and Mrs. F. von Siebenthal, who own and run the Hotel Alpenrose in the Swiss ski resort of Schönried, near Gstaad; Mrs. Arnold Zingre, who is a ski instructor at her husband"s ski school; and Mr. Otto Hauswirth, who is a ski instructor and a farmer.

Gainsborough Cornard Ltd.

THE CAPTION to a photograph published on the bottom of page 909 of the *Board of Trade Journal* of April 7 described Gainsborough Cornard Ltd. as an ICI company. It has been pointed out that this is not correct.

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LEBANON

Customs tariff

Heading Number	Description of Goods	Basis for collection	Normal Tariff
20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:		
	A. Not containing added sugar:		
	2. Apple juice	K. ½ G	100 piastres
	3. Orange juice	The duty to be not less	
	4. Tomato juice	than *ad valorem* 36%	
	5. Grapefruit juice		
	6. Lemon juice		
	7. Other		
	B. Containing added sugar	K. ½G	100 piastres
		The duty to be not less than *ad valorem* 50%	
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol:		
	(a) Champagne (1) (2) (3)		*ad val.* 40%
	Reconstruction tax		*ad val.* 11%
	(b) Liqueur wines and wines of a strength of more than 15 centesimal degree (4) (5)		*ad val.* 40%
	Reconstruction tax		*ad val.* 11%
	(c) Other (1) (5)	Litre	150 piastres
		The duty to be not less than *ad valorem* 50%	
22.06	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts (4) (5)	*ad valorem*	40%
	Reconstruction tax	*ad valorem*	11%
22.08	Ethyl alcohol undenatured of a strength less than 80 degrees; spirits (eaux-de-vie), liqueurs and compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:		
	C. Whiskey:		
	(1) Of less than 50 alcoholic degrees, prepared for direct sales in bottles of similar containers of a capacity not exceeding five litres (3) (4) (6)	Litre	700 piastres
	2. Other (3) (4)	Litre	2,800 piastres
	D. Other (3) (4)	*ad valorem*	60%
90.13	Optical appliances and instruments not falling within any other heading of this chapter (including theatrical and studio searchlights and spotlights):		
	(a) Searchlights and spotlights	*ad valorem*	28%
	(b) Other	*ad valorem*	18%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

Two recent overseas visitors to the Radiation Domestic Appliance Centre in Baker Street, London, were Mr. and Mrs. A. M. Fakira of Aden. Mr. Fakira is manager of the Radio and Electrical Department of A. Besse and Company, one of Aden's largest import-export companies and agents in Aden for Radiation gas and electrical appliances. He was here to see Radiation International Limited, the export company for the whole group. His wife is the senior programme officer for the South Arabian Broadcasting and Television Service. Photograph shows Mr. John O'Halloran (extreme left), Middle East area manager for Radiation International, demonstrating the rotisserie on the new Jackson Topline Radiant electric cooker to Mr. and Mrs. Fakira.

IRAQ

Health restrictions on visitors

TRAVELLERS visiting Iraq by land, sea or air from Afghanistan, India, Pakistan, Yemen, Congo, Dahomey, Guinea, Ethiopia, Nigeria, Zambia and Brazil will be required to produce valid international anti-smallpox vaccination certificates or face immediate vaccination and a period of 14 days quarantine from the date of leaving contaminated areas.

SYRIA

Imports

THE BRITISH EMBASSY in Damascus have reported that Scientific Offices are now permitted to import pharmaceutical samples up to the value of L Syr 100 (approx. £10) intended for examination and testing, but not for personal use.

The Embassy have also reported that the provisional entry of all vehicles, equipment, tools, trucks, tourist cars, imported by Syrian contractors on a provisional entry or import basis for construction or contracting purposes in Syria, shall be subject to the approval of the Ministry of Economy and Foreign Trade.

Application for the re-export of such material should be submitted, accompanied by a certificate from the General Administration of the Syrian Commercial Bank, indicating clearance by the owner of the material of any claim by the said bank, together with the customs declaration of provisional import licence or other relevant documents.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

Restrictions on advertising

THE BRITISH EMBASSY in Damascus have reported that instructions have been issued by the General Advertising Institution, a department of the Ministry of Culture, Tourism and National Guidance, banning the distribution and circulation of complimentary advertising and propaganda material without the approval of the Institution.

Requests for approval should be sent to the Institution at Hallak Building, Mutanabi Street, PO Box 2834, Damascus, together with samples of the material to be distributed (e.g. calendars, diaries etc). If approval is given, a permit will be issued allowing distribution of material identical with that submitted.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 2), published as Rhodesia Notice No. 291 on April 21, amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

	Effective Rate
FIRST SCHEDULE	
By the insertion of the following items:	
Ex 120 (a) Aluminium sheets, square, of a thickness of 0·009 inch and having sides measuring not less than 2 feet and not more than 3 feet	Free
Ex 120 (c) Aluminium foil, in reels, plain and unprinted, of a thickness of 0·004 inch and of a width of not less than 3 inches and not more than 7 inches	Free
Ex 265 (b) Plastic covered rattan	Free
THIRD SCHEDULE	
By the repeal of the following item:	
32 (b) (ii)	1d. per lb.
By the insertion of the following item:	
32 (b) (iii)	1d. per lb.

Inquiries relating to the above should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R509, published in the Republic of South Africa *Government Gazette* of April 14, amends the Republic's customs tariff as follows:

I Tariff Heading	II Statistical Unit	III Rate of Duty: General	IV Rate of Duty: MFN	V Rate of Duty: Preferential
27.12 Petroleum jelly:				
By the substitution for subheadings 27.12.10 and 27.12.90 of the following:				
27.12.10 Packed for retail sale	lb.	40%	20%	
27.12.90 Other	lb.	15%	12½%	
Section XI By the substitution for Note 14 to Section XI of the following:				
14. For the purposes of this Section the expression 'poplin' means woven fabrics of silk, waste silk or noil silk, cotton or man-made fibres, with a weight per sq. yd. of less than 5 oz., containing single or plied yarn of a cotton count (in the unplied form) of 30's or finer and with a construction of 140 threads or more per sq. in., excluding:				
(a) Fabrics containing 100% cellulosic fibres (continuous);				
(b) Fabrics containing 15% or more wool or other animal hair;				
(c) Fabrics in a twill or sateen weave, dyed black;				
(d) Fabrics of a width not exceeding 33 in., whether plain or striped, specially designed for use as the distinctive traditional tribal dress for the Ovambo, Pondo, Shangaan, Tonga, Venda, Swazi or Zulu;				
(e) Fabrics of a value for duty purposes per sq. yd. exceeding 65c and of a weight per sq. yd. exceeding 4·5 oz., unprinted;				
(f) Fabrics commonly known as haircloth;				
(g) Fabrics stiffened with size or the like, commonly used for interlinings;				
(h) Indigo blue discharge print fabrics.				
15. For the purposes of this Section the expression 'printed with scarf designs' means woven printed fabrics which are defined by pattern or which bear an indication in any manner where they should be cut for the purpose of hemming to form finished scarves, stoles or mufflers. Woven fabrics which merely need separation by cutting dividing threads and not requiring sewing or further fabrication are, however, excluded (heading No. 61.06).				
50.09 Woven fabrics of silk or of waste silk (excluding noil):				
By the substitution for sub-heading 59.09.10 of the following:				
Fabrics in which silk or waste silk predominates by weight (excluding poplin)	sq. yd.	25%		
By the substitution for sub-heading 50.09.20 of the following:				
Fabrics containing more than 50% of cellulosic fibres (excluding poplin):				
.10 of a value for duty purposes per sq. yd. not exceeding 15c.	sq. yd.	12½c per sq. yd.	10½c per sq. yd. less 15%	7½c per sq. yd. less 5% (UK)
.15 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c per sq. yd. plus 10% (UK)
.20 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 30c.	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	9c per sq. yd. (UK)
.30 Of a value for duty purposes per sq. yd. exceeding 30c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.50 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
50.09.30 Fabrics of other man-made fibres (excluding poplin):				
By the substitution for sub-headings 50.09.30.20, 50.09.30.30, and 50.09.30.40 of the following:				
.20 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.30 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.50 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
50.09.60 Fabrics containing 50% or more cotton (excluding poplin) of a f.o.b. price per sq. yd. exceeding 15c but but not exceeding 24c	sq. yd.	12½c per sq. yd.	7½c per sq. yd.	7½c per sq. yd. less 5% (UK)
By the substitution in sub-heading 50.09.06 for the rate of duty in Columns IV and V of the following			10c per sq. yd.	10c per sq. yd. less 5% (UK)
50.09.65 Poplin:				
By the substitution for sub-heading 50.09.65.90 of the following:				
.30 Containing 50% or more cotton and of a f.o.b. price per sq. yd. exceeding 24c but not exceeding 45c	sq. yd.	12½c per sq. yd.		
.40 Containing more than 50% of cellulosic fibres and of a value for duty purposes per sq. yd. not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c per sq. yd. plus 10% (UK)
.50 Other, of a value for duty purposes per sq. yd. not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.60 Containing more than 50% of cellulosic fibres and of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 30c	sq. yd.	12½c per sq. yd.		9½c per sq. yd. plus 10% (UK)
.70 Other, of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 45c	sq. yd.	12½c per sq. yd.		
.90 Other	sq. yd.	10% or 34c per sq. yd. less 50%		
50.10 Woven fabrics of noil silk:				
By the substitution for sub-heading 50.10.10 of the following:				
Fabrics in which noil silk predominates by weight (excluding poplin)	sq. yd.	25%		
By the substitution for sub-heading No. 50.10.20 of the following:				
50.10.20 Fabrics containing more than 50% of cellulosic fibres (excluding popiln):				
.10 Of a value for duty purposes per sq. yd. not exceeding 15c	sq. yd.	12½c per sq. yd.	10½c per sq. yd. less 15%	7½c per sq. yd. less 5% (UK)
.15 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c per sq. yd. plus 10% (UK)
.20 Of a value for duty purposes per sq. yd. exceeding 24c but but not exceeding 30c.	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	9c per sq. yd. (UK)
.30 Of a value for duty purposes per sq. yd. exceeding 30c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.50 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
50.10.30 Fabrics of other man-made fibres (excluding poplin):				
By the substitution for subheadings Nos. 50.10.30.20, 50.10.30.30 and 50.10.30 40 of the following:				
.20 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	

(Continued on next page)

I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty MFN	V Rate of Duty Preferential
.30 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.50 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
50.10.60 Fabrics containing 50% or more cotton (excluding poplin) of a f.o.b. price per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	7½c per sq. yd.	7½c per sq. yd. less 5% (UK)
By the substitution in subheading 50.10.60 for the rate of duty in Columns IV and V of the following:			10c per sq. yd.	10c per sq. yd. less 5% (UK)
50.10.65 Poplin:				
By the substitution for subheading 50.10.65.90 of the following:				
.30 Containing 50% or more cotton and of a f.o.b. price per sq. yd. exceeding 24c but not exceeding 45c	sq. yd.	12½c per sq. yd.		
.40 Containing more than 50% of cellulosic fibres and of a value for duty purposes per sq. yd. not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c. per sq. yd. plus 10% (UK)
.50 Other, of a value for duty purposes per sq. yd. not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.60 Containing more than 50% of cellulosic fibres and of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 30c	sq. yd.	12½c per sq. yd.		9½c per sq. yd. plus 10% (UK)
.70 Other, of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 45c	sq. yd.	12½c per sq. yd.		
.90 Other	sq. yd.	10% or 34c per sq. yd. less 50%		
51.04 Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading 50.01 or 51.02:				
By the substitution for the heading of subheading 51.04.30 of the following:				
Fabrics containing more than 50% of cellulosic fibres, woven wholly or partly from coloured yarns forming check patterns or stripes and of a weight per sq. yd. not exceeding 4 oz. (excluding poplin.)				
By the substitution for the heading of subheading 51.04.40 of the following:				
Crepe fabrics, seersucker fabrics and fabrics with a permanent embossed finish not printed, containing more than 50% cellulosic fibres (excluding poplin).				
By the substitution for the heading of subheading 51.04.60 of the following:				
Printed fabrics (excluding indigo blue discharge print fabrics, fabrics printed with scarf designs and poplin) of a f.o.b. price per lb. not exceeding 110c.				
By the substitution for the heading of subheading 51.04.61 of the following:				
Printed fabrics (excluding indigo blue discharge print fabrics, fabrics printed with scarf designs and poplin) of a f.o.b. price per lb. exceeding 110c.				
By the insertion after subheading 51.04.61 of the following:				
51.04.62 Fabrics printed with scarf designs (excluding poplin and indigo blue discharge print fabrics):				
.10 Containing more than 50% cellulosic fibres and of a value for duty purposes per sq. yd. not exceeding 30c	sq. yd.	15c per sq. yd.		12c per sq. yd. plus 10% (UK)
.90 Other	sq. yd.	15c per sq. yd.		
51.04.65 Poplin:				
.10 Containing more than 50% cellulosic fibres and of a value for duty purposes per sq. yd. not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c per sq. yd. plus 10% (UK)
.20 Other, of a value for duty purposes per sq. yd. not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.30 Containing more than 50% cellulosic fibres and of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 30c	sq. yd.	12½c per sq. yd.		9½c per sq. yd. plus 10% (UK)
.40 Other, of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 45c	sq. yd.	12½c per sq. yd.		
.90 Other	sq. yd.	10% or 34c per sq. yd. less 50%		
51.04.80 Other fabrics of synthetic fibres:				
By the substitution for subheadings 51.04.80.20, 51.04.80.30 and 51.04.80.40 of the following:				
.20 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.30 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.50 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
By the substitution for subheading No. 51.04.90 of the following:				
51.04.90 Other fabrics containing more than 50% of cellulosic fibres:				
.10 Of a value for duty purposes per sq. yd. not exceeding 15c	sq. yd.	12½c per sq. yd.	10½c per sq. yd. less 15%	7½c per sq. yd. less 5% (UK)
.15 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c per sq. yd. plus 10% (UK)
.20 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 30c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	9c per sq. yd. (UK)
.30 Of a value for duty purposes per sq. yd. exceeding 30c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.50 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
By the substitution for subheadings Nos. 51.04.99.20, 51.04.99.30 and 51.04.99.40 of the following:				
.20 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.30 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.50 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
55.09 Other woven fabrics of cotton:				
By the substitution for the heading of subheading 55.09.40 of the following:				
Crepe fabrics, seersucker fabrics and fabrics with a permanent embossed finish (excluding poplin), unprinted.				
By the substitution for the heading of subheadihg 55.09.41 of the following:				
Glazed fabrics commonly used as window blind material (excluding poplin).				
By the insertion in the heading of subheading 55.09.50 after the expression '3·5 oz. or more' of the expression '(excluding poplin).'				
55.09.65 Poplin, unbleached, not mercerized:				
By the substitution for subheading 55.09.65.90 of the following:				
.30 Of a f.o.b. price per sq. yd. exceeding 24c but not exceeding 45c	sq. yd.	12½c per sq. yd		
.90 Other	sq. yd.	10% or 34c per sq. yd. less 50%		

(*Continued on next page*)

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SOUTH AFRICA, *continued*

I Tariff Heading	II Statistical Unit	III Rate of Duty: General	IV Rate of Duty: MFN	V Rate of Duty: Preferential
55.09.66 Poplin (excluding unbleached poplin, not mercerized):				
By the substitution for subheading 55.09.66.90 of the following:				
.30 Of a f.o.b. price per sq. yd. exceeding 24c but not exceeding 45c	sq. yd.	12½c per sq. yd.		
.90 Other	sq. yd.	10% or 34c per sq. yd. less 50%		
By the substitution for the heading of subheading 55.09.79 of the following: Figured fabrics, damask fabrics and broche fabrics (excluding poplin), unbleached, not mercerized.				
55.09.79 .20 Containing 50% or more cotton and of a f.o.b. price per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	7½c per sq. yd.	7½c per sq. yd. less 5% (UK)
By the substitution in subheading 55.09.79.20 for the rate of duty in Columns IV and V of the following:			10c per sq. yd.	10c per sq. yd. less 5% (UK)
By the substitution for the heading of subheading 55.09.80 of the following: Figured fabrics, damask fabrics and broche fabrics (excluding unbleached fabrics and poplin).				
55.09.80 .20 Containing 50% or more cotton and of a f.o.b. price per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	7½c per sq. yd.	7½c per sq. yd. less 5% (UK)
By the substitution in subheading 55.09.80.20 for the rate of duty in Columns IV and V of the following:			10c per sq. yd.	10c per sq. yd. less 5% (UK)
55.09.90 Other fabrics in a plain, twill or sateen weave and other non-figured fabrics, unbleached, not mercerized:				
.20 Containing 50% or more cotton and of a f.o.b. price per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	7½c per sq. yd.	7½c per sq. yd. less 5% (UK)
By the substitution in subheading 55.09.90.20 for the rate of duty in Columns IV and V of the following:			10c per sq. yd.	10c per sq. yd. less 5% (UK)
55.09.99 Other fabrics in a plain, twill or sateen weave and other non-figured fabrics, bleached, mercerized, dyed or otherwise processed:				
.20 Containinig 50% or more cotton and of a f.o.b. price per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	7½c per sq. yd.	7½c per sq. yd. less 5% (UK)
By the substitution in subheading 55.09.99.20 for the rate of duty in Columns IV and V of the following:			10c per sq. yd.	10c per sq. yd. less 5% (UK)
56.07 Woven fabrics of man-made fibres (discontinuous or waste):				
By the substitution for subheading 56.07.20 of the following:				
56.07.20 Fabrics containing more than 50% of cellulosic fibres and containing 15% or more carded wool or other carded animal hair, not printed:				
.10 Of a value for duty purposes per sq. yd. not exceeding 30c	sq. yd.	12½c per sq. yd.	10½c per sq. yd. less 15%	7½c per sq. yd. less 5% (UK)
.90 Other	sq. yd.	20% or 12½c per sq. yd.	20%	
By the insertion in the heading of subheading 56.07.30 after the word 'excluding' of the expression 'poplin and.'				
By the substitution for the heading of subheading 56.07.40 of the following: Crepe fabrics, seersucker fabrics and fabrics with a permanent embossed finish (excluding poplin), not printed, containing more than 50% cellulosic fibres.				

I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty MFN	V Rate of Duty Preferential
By the insertion in the heading of subheading 56.07.50 after the expression '3·5 oz. or more' of the expression ('excluding poplin).'				
By the substitution for the heading of subheading 56.07.60 of the following:				
Printed fabrics (excluding indigo blue discharge print fabrics, fabrics printed with scarf designs and poplin) of a f.o.b. price per lb. not exceeding 110c.				
By the deletion in subheadings 56.07.60.10, 56.07.60.30 and 56.07.60.90 of the expression '(excluding poplin).'				
By the substitution for the heading of subheading 56.07.61 of the following:				
Printed fabrics (excluding indigo blue discharge print fabrics, fabrics printed with scarf designs and poplin) of a f.o.b. price per lb. exceeding 110c.				
By the deletion in subheadings 56.07.61.10 and 56.07.61.90 of the expression ('excluding poplin).'				
By the insertion after subheading 56.07.61 of the following:				
56.07.62 Fabrics printed with scarf designs (excluding poplin and indigo blue discharge print fabrics):				
.10 Containing more than 50% cellulosic fibres and of a value for duty purposes per sq. yd. not exceeding 30c	sq. yd.	15c per sq. yd.		12c per sq. yd. plus 10% (UK)
.90 Other	sq. yd.	15c per sq. yd.		
By the substitution for subheading 56.07.63 of the following:				
56.07.63 Poplin:				
.10 Containing more than 50% cellulosic fibres and of a value for duty purposes per sq. yd. not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c per sq. yd. plus 10% (UK)
.20 Other, of a value for duty purposes per sq. yd. not exceeding 24c . .	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.30 Containing more than 50% cellulosic fibres and of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 30c .	sq. yd.	12½c per sq. yd.		9½c per sq. yd. plus 10% (UK)
.40 Other, of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 45c . . .	sq. yd.	12½c per sq. yd.		
.90 Other	sq. yd.	10% or 34c per sq. yd. less 50%		
By the substitution for subheadings 56.07.80.20, 56.07.80.30 and 56.07.80.90 of the following:				
.20 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c. per sq. yd.	
.30 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.90 Of a value for duty purposes per sq. yd. exceeding 130c . . .	sq. yd.	10%	Free	
By the substitution for subheading 56.07.90 of the following:				
56.07.90 Other fabrics containing more than 50% of cellulosic fibres:				
.10 Of a value for duty purposes per sq. yd. not exceeding 15c .	sq. yd.	12½c per sq. yd.	10½c per sq. yd. less 15%	7½c per sq. yd. less 5% (UK)
.15 Of a value for duty purposes per sq. yd. exceeding 15c but but not exceeding 24c . .	sq. yd.	12½c per sq. yd.	10c per sq. yd.	7c per sq. yd. plus 10% (UK)
.20 Of a value for duty purposes per sq. yd. exceeding 24c but but not exceeding 30c . .	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	9c per sq. yd. (UK)
.30 Of a value for duty purposes per sq. yd. exceeding 30c but not exceeding 120c . .	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c . .	sq. yd.	12½c per sq. yd.	Free	
.90 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
By the substitution for subheadings 56.07.99.20, 56.07.99.30 and 56.07.99.90 of the following:				
.20 Of a value for duty purposes per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	10c per sq. yd.	
.30 Of a value for duty purposes per sq. yd. exceeding 24c but not exceeding 120c	sq. yd.	12½c per sq. yd.	12c per sq. yd. less 10%	
.40 Of a value for duty purposes per sq. yd. exceeding 120c but not exceeding 130c	sq. yd.	12½c per sq. yd.	Free	
.90 Of a value for duty purposes per sq. yd. exceeding 130c	sq. yd.	10%	Free	
68.04 Millstones, grindstones, grinding wheels and the like, etc.:				
By the substitution for subheading 68.04.20 of the following:				
68.04.20 Of emery or corundum . .	lb.	15%		
68.05 Hand polishing stones, whetstones, etc.:				
By the substitution for subheading 68.05.20 of the following:				
68.05.20 Of emery or corundum . .	lb.	15%		
68.06 Natural or artificial abrasive powder or grain, on a base of woven fabric, of paper, of paperboard or of other materials, etc.:				
By the substitution for subheading 68.06.10 of the following:				
68.06.10 Of emery or corundum . .	lb.	15%		
82.01 Hand tools, etc., of a kind used in agriculture, hoticulture or forestry:				
By the substitution for subheading 82.01.10 of the following:				
82.01.10 Axes:				
.10 Hatchets with steel handles.	No.	20%		
.90 Other	No.	3%		
82.04 Hand tools (including mounted glaziers' diamonds) not falling within any other heading of this Chapter, etc.:				
By the insertion after subheading 82.04.10 of the following:				
82.04.20 Brick bolsters, cold chisels, steel headed hammers, hacking knives, star point screwdrivers, flat point screwdrivers with a width at the point from ¼ in. to ⅝ in. soldering irons, pin punches, centre punches, roofing punches, drive punches, G and joiner clamps, portable forges and blowers therefor, straight edged levels with a f.o.b. price not exceeding R10 each, bench vices, carpenters' vices and chain vices . .	No.	23%		20% (UK; Canada)
83.04 Filing cabinets, racks, sorting boxes, etc.:				
By the substitution for subheading 83.04.10 of the following:				
83.04.10 Filing cabinets:				
.10 Of steel	No.	25%	22½%	
.90 Other	No.	25%		
84.41 Sewing machines; furniture specially designed for sewing machines; sewing machine needles:				
By the substitution for subheading 84.41.10 of the following:				
84.41.10 Domestic type sewing machines; parts thereof:				
.10 Sewing machines . .	No.	600c each		
.20 Arm pieces and base plates.	No.	250c each		
.90 Other	No.	Free		
By the substitution for subheading 84.41.40 of the following:				
84.41.40 Furniture specially designed for domestic sewing machines .	No.	20%		
94.03 Other furniture and parts thereof:				
By the substitution for subheading 94.03.10 of the following:				
94.03.10 Filing cabinets; parts thereof:				
.10 Of steel	No.	25%	22½%	
.90 Other	No.	25%		
98.03 Fountain pens, stylograph pens and pencils, etc.:				
By the insertion after subheading 98.03.20 of the following:				
98.03.20 Fountain pens including sets .	No.	20%	17½%	

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

SOUTH AFRICA, *continued*

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 432, published in the South African *Government Gazette* of April 28 contains an application to the Board of Trade and Industries for increase on duty on:

(a) Fabrics containing more than 50 per cent of cellulosic fibres (continuous and discontinuous), woven wholly or partly from coloured yarns forming check patterns or stripes and of a weight per square yard not exceeding 4 oz., by the deletion of tariff subheadings 51.04.30 and 56.07.30, with the result that the duties leviable under tariff subheadings 51.04.90 and 56.07.90 will be applicable to these fabrics; and

(b) Fabrics with a permanent embossed finish, unprinted, by deletion of the words 'and fabrics with a permanent embossed finish' from tariff subheadings 51.04.40, 55.09.40 and 56.07.40, with the result that the duties leviable under tariff subheading 51.04.90, 55.09.99 and 56.07.90 will be applicable to these fabrics.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1081/67.

SIERRA LEONE

Customs tariff amendment

TELEGRAPHIC INFORMATION has been received that the First Schedule to the Sierra Leone Customs Tariff (published in the *Board of Trade Journal* dated July 1, 1966, pages 57-59) and subsequently amended, has now been further amended with effect from April 24 as follows:

Item	Goods	Unit	Tariff
42	Oils:		
	(a) Fuel	100 imp gal.	Le 21.00 cents
	(b) Motor spirit	100 imp. gal.	Le 28.00 cents

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

ZAMBIA

Import licensing

PREVIOUS NOTICES affecting the import licensing situation in Zambia were published in the *Board of Trade Journal* on February 10, March 3, March 31 and April 14. Because several amendments have been announced by the Zambian authorities United Kingdom exporters might wish to note the following information:

Parcels despatched to Zambia by parcel post after April 30 will be prohibited from importation if they contain goods classified under the tariff items quoted in the *Board of Trade Journal* for February 10 (subsequently amended by the notice on March 31) *unless the parcel is addressed to a private person and contains goods valued at less than £25 f.o.b.*

The general position is, therefore, that any consignment up to £25 f.o.b. of goods on the specified list may be imported under Open General Licence (i.e. without an import licence) and these goods can be sent either as gifts or as purchases and can go by surface via Dar es Salaam, or by air freight, or by parcel post. COD post is permitted. The concession for goods valued at less than £25 is for individuals in Zambia and not for traders. The Zambian authorities will warn persons in Zambia if they appear to be using this concession for retailing purposes.

United Kingdom firms, particularly mail order firms, who wish to supply retailers in Zambia with items on the specified list, may wish to consider the following methods of overcoming the difficulty.

(a) Goods could be sent by surface to Dar es Salaam and thence by road or air freight to an agent in Lusaka. The agent could then despatch goods on a COD basis to any address in Zambia.

(b) Goods could be sent direct by air freight in bulk to agent in Lusaka. Procedure then as in (a).

For the benefit of those firms who might wish to assess the costs of (a) and (b), the following are the details of Zambian internal postage rates:

1 lb.-3 lb.	2s. 3d.
3 lb.-7 lb.	4s. 3d.
7 lb.-11 lb.	7s. 3d.
11 lb.-16 lb.	10s. 6d.
16 lb.-22 lb. (maximum)	14s. 9d.

There is no limitation on size, COD is permitted, and parcels may be insured. We hope to have a list of possible agents shortly.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 222 7877, Ext. 2226 and 2794), quoting reference CRE 9606/G.

Dr. H. Simon (standing, left), managing director of the Evode Group, welcomes delegates attending the Group's biennial three-day conference of overseas licensees at the Group's Stafford headquarters which began on April 12. The delegates, who came from 12 countries, represented companies manufacturing under licence Evode's adhesives and sealants, which are now made in or exported to practically every major industrial centre in the world. Group business discussions were interspersed with lectures by Evode sales and technical executives, and the delegates also spent time in Evode's factories and laboratories.

NIGERIA

Customs airports regulations

LEGAL NOTICE No. 31 of 1967, published as a supplement to the Federal Republic of Nigeria Gazette Extraordinary of April 10, 1967, announces that the Customs Airports (Re-designation) Order, 1967 under which Lagos and Kano Airports are, for the time being, designated the only customs airports in Nigeria for the landing and departure of aircraft arriving from or bound for places outside Nigeria. The Order came into operation on April 7, 1967 and revoked The Customs Airports (Designation) Order 1967.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3331).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 52 of Supplement to the Board of Trade Journal, *April 21, 1967.*

MALAYSIA

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE has been informed by cable that the Government of the States of Malaya has announced that the following industry and product has been declared a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
Manufacture of wood, rattan, mengkuang timber and cork products, except furniture and footwear	Timber mouldings

The proposal to designate this product was announced in the *Board of Trade Journal* of February 10, 1967, page 392. All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE 1237/4/G.

GILBERT AND ELLICE ISLANDS

Revised customs tariff and import regulations

THE BOARD OF TRADE has received a copy of amendments to the Gilbert and Ellice Islands Customs Ordinance. The following amendments are notified:

(1) Part I of the First Schedule to the Customs Ordinance (Imports – Classification and Tariff) has been amended

(a) by deleting items 112-03, 122-02, 541-09, 629-09.9, 716-12, 899-08, 899-15.3 and the units of quantity and rates of duty specified in respect of each of such items; and

(b) by inserting in their appropriate numerical positions the following new items and units of quantity and rates of duty respectively specified in relation thereto:

Item No. of Commodity		Units of Quantity		Rate of Import Duty	
		Unit	Unit Code No.	Preferential Tariff	General Tariff
112-03	Beer (including ale and stout) and other fermented cereal beverages . . .	1 gal.	09	$1·10 1 gal.	$1·40 1 gal.
122-02	Cigarettes	No.	01	$7 per 1,000	$7·67 per 1,000
541-09	Medicinal and pharmaceutical products (including all types of contraceptive products and devices), n.e.s. . .	..	..	Free	12½%
629-09.9	Manufactures of soft and hard rubber (not including contraceptive devices), n.e.s. .	..	..	20%	32½%
716-12	Air conditioning and refrigerating machinery (including mechanical refrigerators and refrigerators of domestic types) . . .	No.*	01	Free	10%
899-14	Sports goods (not including arms and ammunition), n.e.s.	..	..	Free	12½%
899-15.3	Toys and games, n.e.s. .	..	..	20%	32½%

(2) Sub-paragraph (c) of paragraph 1 of the Second Schedule to the Customs Ordinance (List of Restricted Imports) has been deleted and replaced as follows:

(c) Methylated spirits of any description whatsoever unless –

(i) such spirits have first been denatured by the addition thereto of such quantity of diethyl phthalate as will form a solution of one *per centum* in the methylated spirits; and

(ii) such spirits have been coloured by the addition thereto of methylated violet at the rate of one-eighth of a grain to each gallon of methylated spirits; and

(iii) the importer thereof has first established to the satisfaction of the Collector of Customs that the methylated spirits are required solely for the purpose of burning in some lighting, heating or cooking apparatus in the possession of such importer for which purpose no other substance may reasonably be used, and the Collector of Customs has in his uncontrolled discretion seen fit to licence the importation of such spirits.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472/3).

SINGAPORE

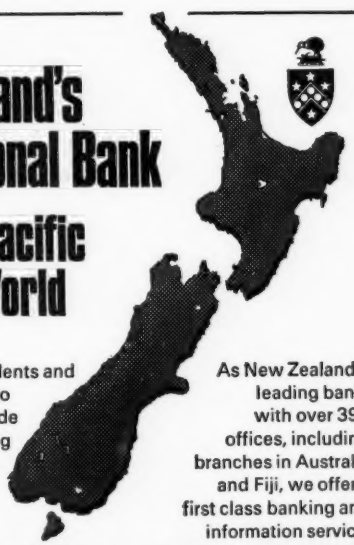
Singapore imports from Rumania and Hungary

NOTIFICATIONS published in the Singapore Government *Gazette* on Friday, April 14, 1967, amend the Prohibition of Imports (General Licence) Notification, 1965, by the deletion of Rumania and Hungary from the list of countries appearing in the Third Schedule to the aforesaid General Licence.

The effect of these amendments is that specific import licensing for goods of Rumanian or Hungarian origin now apply only to the goods enumerated under the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, and the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL (dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the JOURNAL.



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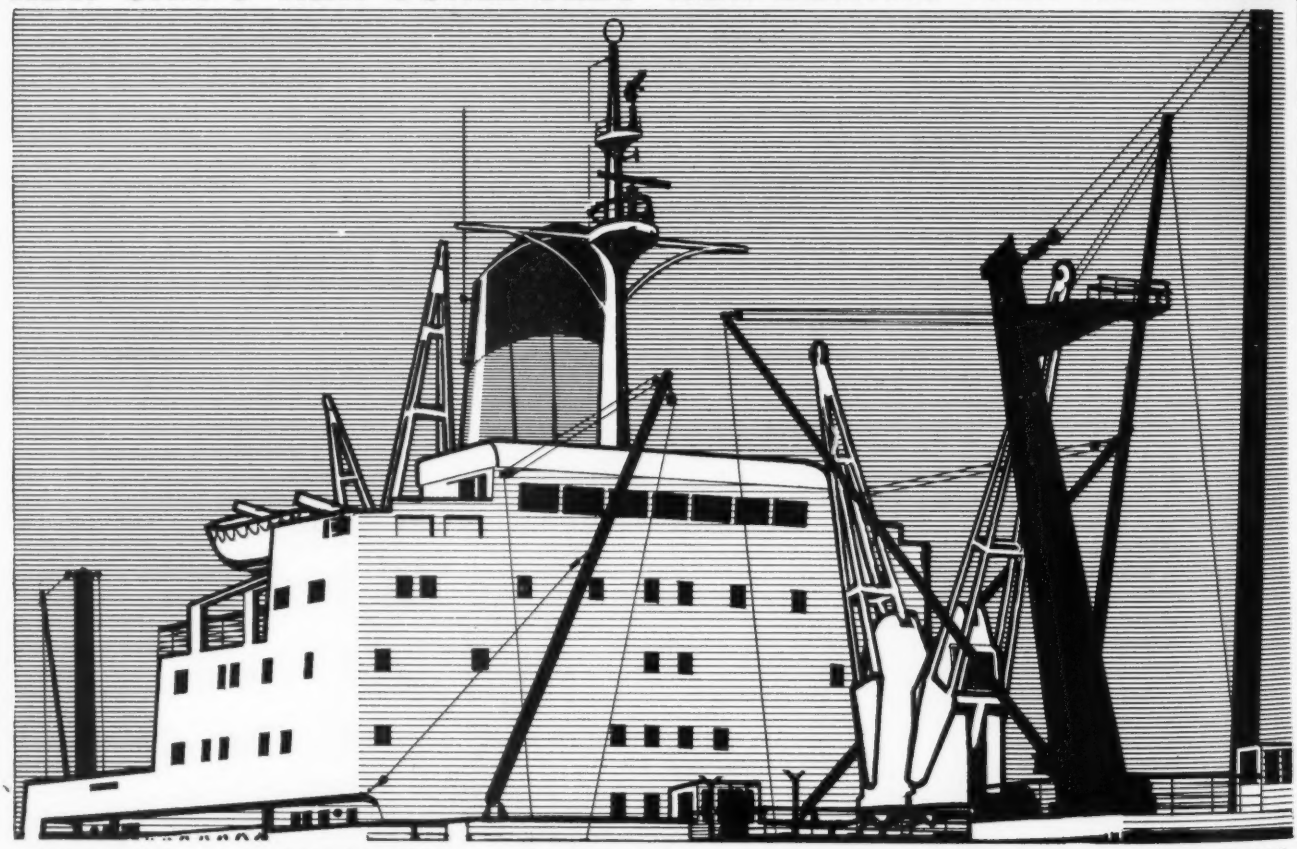

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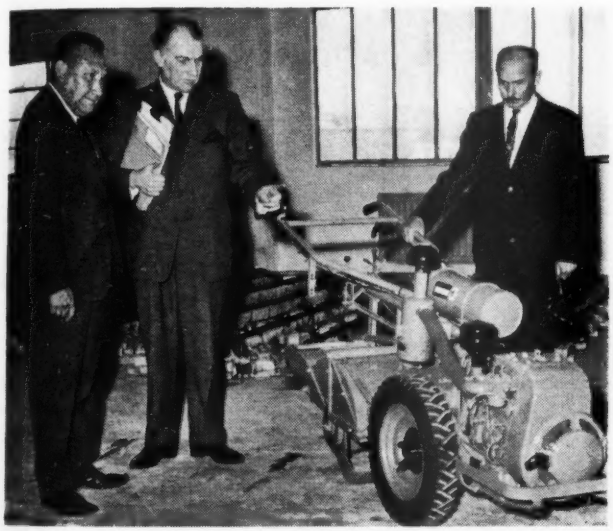
Amendments to customs tariff

BY A DECREE of the Ministry of Finance in Bolivia, the following amendments were made to the Customs tariff as follows:

(1) Sub-heading 1.02 of Tariff heading 85.23 shall be modified as follows:

Tariff No.	Description	Unit	Rate of duty: Specific (PS) +	Rate of duty: *ad val.* c.i.f.	Additional Tax *ad val.* c.i.f.
85.23.1.02	Whose exterior sheathing is of rubber, provided the diameter, including the sheath, has a dimension of over 15 mm	—	—	4%	15%
	(2) Sub-heading 1.03 of the same heading shall read:				
85.23.1.03	Insulated with artificial plastic material, with a diameter of over 15 mm	—	—	4%	15%
	(3) Sub-heading 1.04 is created in the same heading, with the following description and duties:				
85.23.1.04	Only cables with an outside diameter of up to 15 mm, insulated with artificial plastic materials and rubber	Kg	6·00	40%	15%



Ministry of Agricultural officials from Bolivia have been visiting Britain as guests of the Foreign Office under arrangements made by the Central Office of Information. Here, Ingeniero Arce (left) and Ingeniero Rodriguez (right) examine one of the company's machines shown them by Mr. D. E. Long-Price, export sales manager, during a visit to Howard Rotavator Co. Ltd., one of the Rotary Hoes group of West Horndon, Essex. The officials were interested in agricultural Rotavators as well as self-propelled horticultural units.

COLOMBIA

Changes in prior deposits

HM EMBASSY in Bogota report that the Junta Monetaria (Monetary Board) has increased the levels of prior deposit as follows:

	Old rate	New rate
	6 per cent	10 per cent
	18 per cent	30 per cent
	39 per cent	70 per cent
	54 per cent	95 per cent
greater than	54 per cent	130 per cent

At the same time the Junta reduced the prior deposits on the fat of cattle, sheep or goats, motor spirit and kerosene to 1 per cent.

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LEEDS	Yeadon Airport	'GATEJOHN'
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PARIS	8 Rue D'Enghien	'JOHNWIN'
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COLOMBIA, *continued*

Changes in prior deposits

HM EMBASSY at Bogota has reported that prior deposits for capital goods have been reduced to 5 per cent in the following circumstances:

(a) when their single or collective value is not less than US $250,000;
(b) when the payment is spread over three years or more;
(c) when the importer will use the capital goods. If he is acting as intermediary the reduced deposit cannot be passed to third parties;
(d) when the reduced import deposit is applied to goods destined for transformation and service industries or for new undertakings.

Prior deposits have been reduced to 1 per cent for imports of pure chemicals which are used in the preparation of insecticides, fungicides and herbicides.

UNITED STATES

Eyeglass frames and mountings — investigation

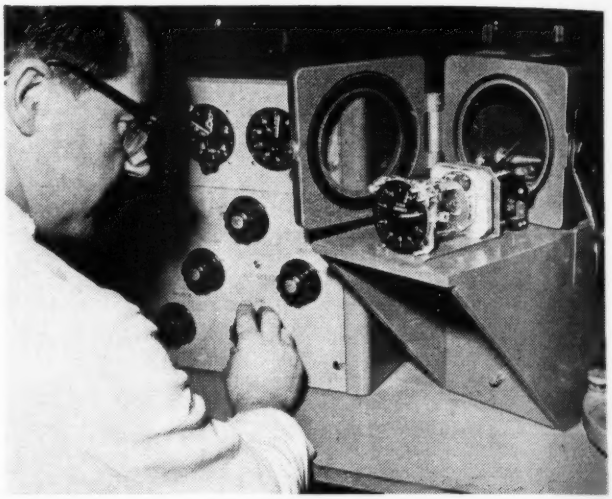
THE UNITED STATES Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation under Section 301(b)(1) of the Trade Expansion Act of 1962 to determine whether frames and mountings for eyeglasses, lorgnettes, goggles and similar articles are, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry.

A public hearing in connection with this investigation will be held at 10 a.m. on July 11, 1967, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington D.C.

The petition filed in this case is available for inspection at the office of the Secretary of the United States Tariff Commission in Washington and at the New York City office of the Tariff Commission. In accordance with section 201.13 of the Tariff Commission Rules of Practice and Procedure.

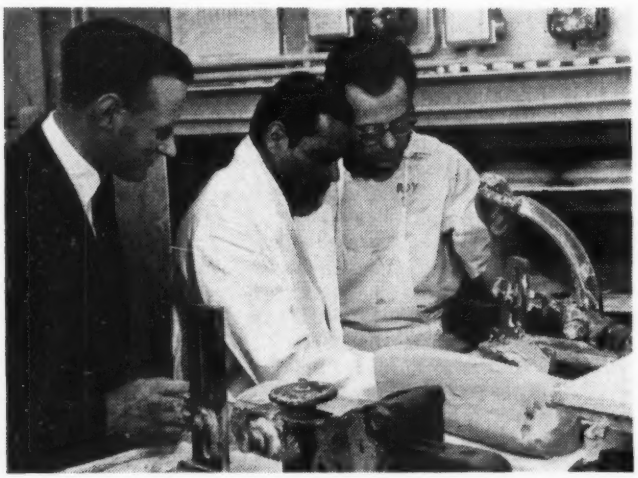
Interested persons desiring to appear or be heard at the hearing should notify the secretary of the Commission in writing at least three days in advance of the date of the hearing.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).



An operator calibrating a machmeter instrument at the Basingstoke factory of the Aviation Division of Smiths Industries. Instruments of this type are being exported to America for use in Boeing 727 airliners.

CIVIL SERVANTS FROM CEYLON



Four senior civil servants from Ceylon making a five-day visit to the Midlands, visited the Royal Crown Derby Works to see how fine bone china is made. The trip was organized by the Commonwealth Office and the Central Office of Information. The picture shows Mr. A. Rigby (left), works manager of Royal Crown Derby, together with one of the visiting Ceylonese, Mr. A. S. Navaratnarajah (centre), the Senior Assistant Secretary, Ministry of Commerce and Trade and Acting Commissioner of Commodity Purchase. Mr. Navaratnarajah is being shown how the Jigger machine shapes a plate from a rough piece of clay. He subsequently operated the machine himself and signed the plate which he made. When firing and other processes have been completed, the plate will be sent to him in Ceylon.

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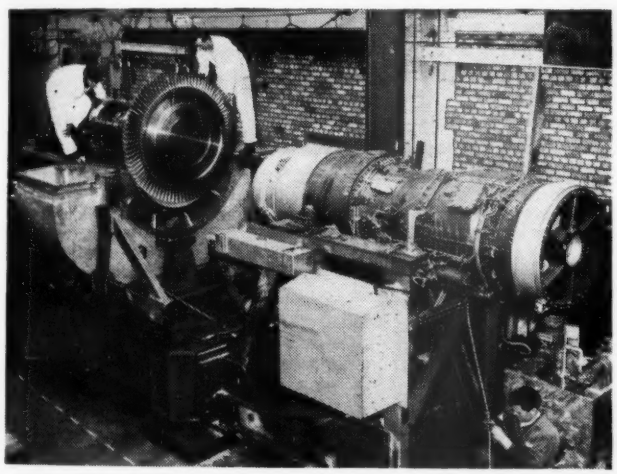
Tariff investigation—drawn or blown flat glass

THE UNITED STATES Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation in connection with the preparation of advice to the President on the probable economic effect that an automatic termination of the present increased rates of duty would have on the domestic industry in the United States. Increased rates of duty were imposed upon imports of certain flat glass in 1962 following an escape clause investigation by the Tariff Commission. On January 11 the President terminated certain of these increased rates of duty and reduced the remainder. The remaining increased restrictions will terminate on October 11, 1967, unless extended by the President.

A public hearing which has been requested by the petitioner in connection with this investigation will be held at 10 a.m. on June 20, 1967, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington D.C. In accordance with section 201.13 of the Tariff Commission Rules of Practice and Procedure. Requests to appear must be filed in writing with the Secretary of the Tariff Commission at least three days in advance of the hearing.

The petition filed in this case is available for inspection at the office of the Secretary of the Tariff Commission in Washington and at the City Office of the Tariff Commission in New York.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).



The first of two packaged gas turbine power stations being manufactured by Associated Electrical Industries Ltd. in Manchester for Ontario Hydro is now in an advanced stage of manufacture. This picture, taken in the AEI Trafford Park factory, shows the single-stage 14 MW power turbine rotor being assembled for trials with the Avon gas generator unit. These two packaged power plants for Canada will be located at Thunder Bay thermal power station near Fort William on Lake Superior. A similar plant supplied by AEI has now completed its first winter peak load duty on the Newfoundland Light and Power Company's network where it has run for some 600 hours and been started automatically over 100 times. Another unit of this type is at present under manufacture at Trafford Park for installation at Waalhaven power station, Rotterdam.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653/6) and not to Her Majesty's Stationery Office.*

CANADA

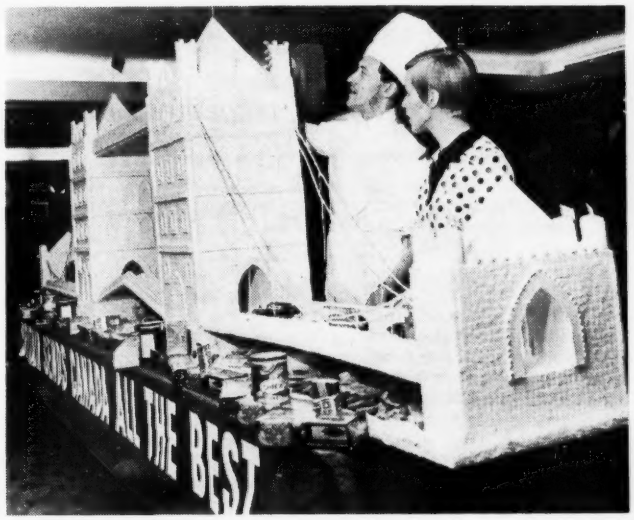
Customs ruling

THE FOLLOWING RULING has been made in Canada for Canadian customs purposes:

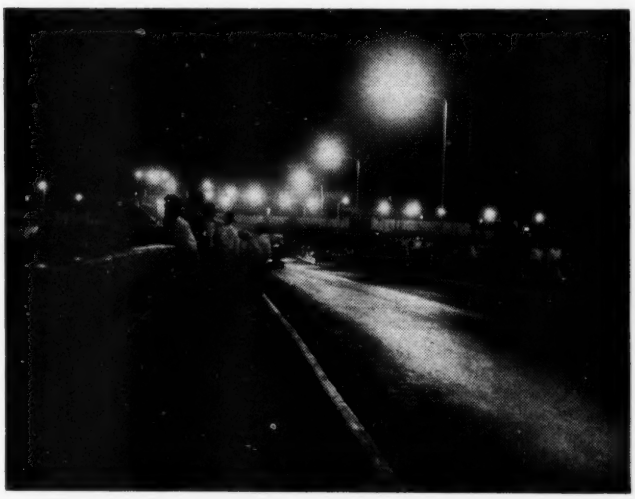
Of a class or kind 'made in Canada':
Portable land gravity meters.

(Ruling effective May 29, 1967)

The above information is contained in Canadian Department of National Revenue Memorandum D51-22-1, dated April 27, 1967.



Horst Dase, head pastry chef of the Lord Simcoe Hotel, Toronto, who constructed the 42,310 cube sugar model of London's Tower Bridge for the British Food and Confectionery Manufacturers Mission to Toronto samples show from April 24-26, puts finishing touches to one of the small towers. He is being watched by one of the six hostesses engaged for the show who conducted some of the 300 buyers who attended around the split level display.



Atlas Lighting, Ltd., a subsidiary of British Lighting Industries Ltd., have planned the lighting and supplied Alpha Seven Lanterns with colour collected mercury vapour lamps for the new Thaketa Bridge connecting Rangoon and Thaketa. The bridge, classed as one of the best in Burma, was a joint building venture shared between Canada and Burma under the Colombo plan and was officially opened by Brigadier Sien Win, the Minister of Public Works, on February 9.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the deletion of item 2 (Asbestos cement piping, sheeting, tiles and roofing materials) and the substitution therefor of the following:

2. Asbestos cement piping and pipe fittings, sheetings, tiles, roofing materials.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following product should be declared an approved product for the purposes of the above law.

Burlap bags.

Approved manufacturers of this product will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (P.O. Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD AND TOBAGO Government is considering whether the following product should be declared a 'pioneer product' for the purposes of the above law:

Lithographed metal sheets.

'Pioneer manufacturers' of this product will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

NICARAGUA

Exchange control

HM EMBASSY in Managua report that on April 1, 1967, the following exchange regulations were introduced by the *Banco Central:*

(i) All letter of credit transactions must be 100 per cent prepaid.

(ii) Commercial bank commission on sale of foreign exchange for importation when the bank is not handling the documents has been raised from ½ per cent to 1 per cent, i.e. to the same rate of commission payable when the bank is arranging collection.

(iii) The commercial banks are not permitted to sell dollar drafts to enable importers to pay for imports in advance of the arrival of the documents. (Until April 1 the banks could issue a *constancia* against payment of the sum due, with which the importer was able to clear the goods from customs without documents. The practice was limited to reliable customers.)

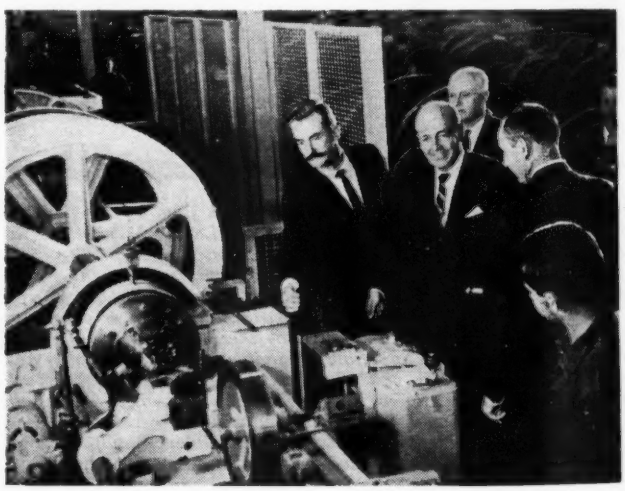
DOMINICAN REPUBLIC

Taxes on imports of foodstuffs

HM EMBASSY in Santo Domingo report that Law No. 110 of March 22, 1967, establishes a sole tax, to replace existing import duties and consumption taxes, on the following foodstuffs imported into the Dominican Republic.

	Description	Tax Rate *ad valorem*
(a)	Jerked beef	15%
(b)	Smoked herrings and other smoked fish	10%
(c)	Cod and other fish, dry-salted	10%
(d)	Herrings, mackerel and other fish, in brine	15%
(e)	Edible starch or flour of maize (corn)	15%
(f)	Prepared cereal foodstuffs, not elsewhere specified	15%
(g)	Soups and broths of any kind, in any container	15%
(h)	Cod, herring and mackerel, in glass, tin or earthenware containers, whether or not in oil or sauce	15%
(i)	Salmon and tuna, in glass, tin or earthenware containers whether or not in oil or sauce	15%
(j)	Sardines, in glass, tin or earthenware containers, whether or not in oil or sauce	15%
(k)	Milk or cream, preserved, evaporated or condensed, with or without sugar, in any kind of container, for use as a foodstuff	15%
(l)	Food preserves of animal, vegetable or fruit origin (puree) imported in containers not exceeding 5½ ounces and provided the containers show that they are intended as food for children	10%
(m)	Skimmed, homogenised or dried milk, with the medicinal formula included in paragraph 1041 of Law No. 1488 of the Import Tariff when the containers specify that they are specially for children	10%

Importers of the above products will be obliged to make a deposit of 10 per cent of the f.o.b. value with the Central Bank for a period of six months.



The Chilean Minister of Economy, Senor Domingo Santa Maria Santa Cruz (second from left), starts a wire rope machine to open Productos de Acero SA, the new plant established by the British Ropes Group near Santiago. In his speech the Minister expressed his Government's appreciation of the investment British Ropes Limited were making in Chile, and promised full support for the new company. The official opening last April was attended by leading Chilean industrialists and also Mr. Frederick Mason, the British Ambassador.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport	
Activity at UK aerodromes (M)	This week
Aircraft noise at Heathrow Airport (Q)	24 Mar. 1967
Mileage and traffic (M)	31 Mar. 1967
Trade by air (6-M)	14 April 1967
Balance of payments (Q)	24 Mar. 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	14 April 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	27 Jan. 1967
Catering trades turnover (M)	14 April 1967
Chemical industries production (6-M)	11 Nov. 1966
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Income and finance (Q)	This week
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Gt. Britain (M)	This week
N. Ireland (M)	7 April 1967
Credit:	
Instalment credit business (M)	7 April 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
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Production, exports and orders (M)	28 April 1967
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Film industry:	
British Film Fund Agency returns (M)	28 April 1967
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Registrations of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	27 Jan. 1967
Footwear industry orders (M)	21 April 1967
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	17 Feb. 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	24 Feb. 1967
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Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	21 April 1967
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Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	31 Mar. 1967
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Analysis of production (A)	7 April 1967
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Index nos. (M)	7 April 1967
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Stocks:	
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Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	13 May 1966
Board of Trade regional organization	28 April 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	20 Jan. 1967
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	21 April 1967
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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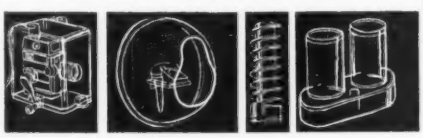
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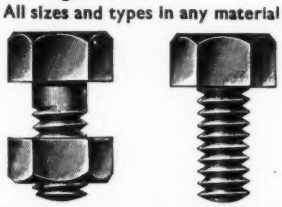

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